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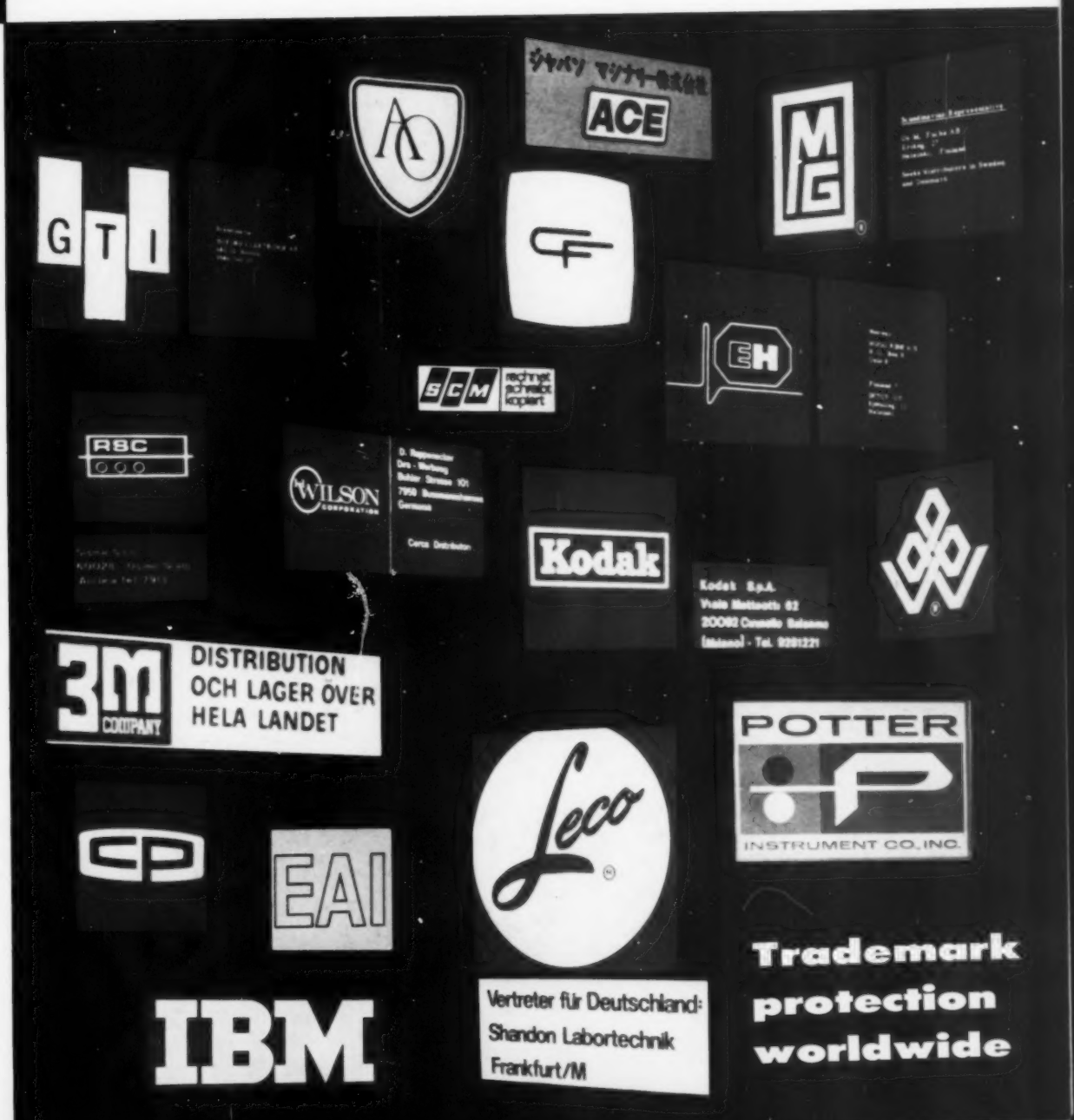

A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Trade Winds

Company News

SYNTHETIC FABRICS—E. I. Du Pont de Nemours and Co., Wilmington, Del., announced the construction of its first European facility to manufacture Zytel nylon resin in the Federal Republic of Germany. Start-up of the Uentrop plant is scheduled for early 1971. Du Pont's German subsidiary Du Pont de Nemours (Deutschland) GmbH will operate the plant.

TEXTILES—W. R. Grace & Co., New York, through its Hatco Group, has acquired the controlling interest in Bekaert Mattress Ticking S.A. Belgium. Bekaert is a leading manufacturer of damask mattress ticking which it markets worldwide. In addition, it also produces other damask fabrics for curtains and upholstery. The firm operates three plants in Belgium and has affiliates in the United Kingdom, Ireland and Australia.

VENDING MACHINES—The Cornelius Co., Anoka, Minn., international maker of beverage dispensing and vending equipment, announced the formation of a foreign trade subsidiary, Cornelius InterAmerica Corp., headquartered in Miami. InterAmerica will be the exclusive representative for all Cornelius products manufactured in the one Canadian and two U.S. plants, and sold in Mexico, Central America, the Caribbean and South America.

BANKING—The Fidelity International Corp., subsidiary of The Fidelity Bank, Philadelphia, has become a shareholder of Turkiye Sinai Kalkinma Bankasi A.S., an industrial development bank in Turkey. The Turkish institution was established in 1950 and provides technical as well as financial assistance to foreign firms investing in Turkey. Fidelity is the bank's first U.S. shareholder; others are: Banca Commerciale Italiana, Banco di Roma, and International Finance Corp.

PLASTICS—General Electric Co., Plastics Department, Pittsfield, Mass., and Nagase and Co., Osaka, have signed an agreement to introduce LEXAN polycarbonate plastic to the Japanese market. LEXAN, an unbreakable and flame resistant plastic, is used in the helmet and visor of Apollo astronauts. Under the agreement, Nagase will become the first firm outside the U.S. to both produce distribute the resins.

Newsletter

Tops in sales results for a Commerce-sponsored trade show in Japan. That's the story from the 1970 Japan Electronics Association Fair in Tokyo last month, where the U.S. Exhibition reported $2.8 million in floor sales and $16.8 million more expected over the next year. Most of the 43 participating U.S. firms shared in the results, and one individual exhibiting firm was particularly gratified, since it wrote $1 million in floor orders during the 10-day show.

Attendance is not necessarily a key indicator at trade shows, but the 11,000 Japanese businessmen registered at the Tokyo U.S. Exhibition is a significant total. Total number of visitors at the fair itself was 245,000, but the U.S. Exhibition drew the important buyers. One exhibitor adjudged his appearance in the Commerce-organized section as being several times as valuable as having his agent in the general part of the fair.

A Washington proposal to establish domestic international sales corporations (DISCs) that would qualify for Federal income tax deferrals on export profits is drawing comment from the U.S. trading community. The International Trade Club of Chicago, for one, has indicated its approval, with some amendments touching pricing and lending situations and alignment of DISCs with present Western Hemisphere Trading Corporations. As this magazine reported earlier, traders' comments are welcomed by the Special Assistant for International Tax Affairs, Treasury Department, Washington, D.C. 20220.

A blue bell in a circle without any inscription; an elimination of "57"; a block print in favor of a famous signature; a disappearing map of Canada. These trademark changes happened during the past year to A T & T, Heinz, John Hancock and Canada Dry. It was a year in which 32,631 trademark applications were filed in the U.S., far above the highest previous total, according to the U.S. Trademark Association. Such busy trademark activity gives added point to the review in this issue of trademark protections around the world.

Small businessmen are expected to be the major beneficiaries of a new program instituted by the Foreign Credit Insurance Association. A new single comprehensive policy has been designed for companies not having prior experience with export credit insurance or exporting in small volume. Details were published in last week's INTERNATIONAL COMMERCE.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

Trademarks of American companies get worldwide exposure, including prominent display at commercial exhibitions in many countries. The marks shown on this week's cover appeared in booths at Commerce-sponsored trade shows at U.S. Trade Centers overseas and major commercial exhibitions around the world. An article outlining the trademark laws of more than 100 nations begins on page 7.

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Valley looks at problems

Urgency of 'fair shake' dealings with Japan, Common Market told; port needs described

By CLARENCE M. ZENS
Managing Editor

NEW ORLEANS — Mississippi Valley traders were given blunt prospects of hard work ahead, at the international bargaining tables to assure open markets for their exports, and at their major port to assure better handling and movement of those exports.

A top assistant on the staff of President Nixon warned the delegates to the 25th annual Mississippi Valley World Trade Conference here that solutions must be found soon to increasing trade problems with Japan and the Common Market countries.

A New Orleans port official unveiled sweeping proposals to change that gateway city's water terminals to bring them into line with new transport techniques and demands. He sketched a completely new installation called CENTROPORT USA on the outskirts of New Orleans that will entail the expenditure of at least $395 million in the years ahead.

Bryce N. Harlow, Counsellor to President Nixon, asked for support for the Administration's trade bill. He said it would give twofold assistance to U.S. trade, by helping to cut down trade barriers overseas and by providing better adjustment aid to U.S. industries hit by import competition.

Then he commented: "We know there are tough problems to be dealt with across both oceans. We know there are new elements to grapple with in the trade field. We are determined that the United States will get a fair shake.

"A special problem which we have been giving special attention has been the need for moderation of the rate of growth in imports of wool and man-made fiber textiles. These imports are causing real distress to the domestic industry and its two and one-half million workers."

Then Harlow listed three points of serious concern:

► "While cotton textile imports have been the subject of a 30-nation international agreement for nine years, imports of these other textiles, without controls, have been skyrocketing.

► "We are the only importing country of any size which does not have restraints on imports of wool and man-made fiber products through international agreements or through import quotas. As an open market we are suffering from controls which others have seen fit to establish.

► "Yet our friends abroad who are producing and exporting these goods at burgeoning rates of growth have not seen fit as yet to enter into arrangements with us as they have with other importing countries.

"This problem needs urgently to be solved. Our hope and our determination are to get it solved soon, in the interests of all concerned."

Japan mentioned

Harlow then specifically mentioned Japan and drew a picture of the Japan-U.S. trade situation:

"They took $3.5 billion of our exports last year. We are worth even more to them; last year we bought almost $5 billion of their exports. Their total exports have more than quadrupled in the last decade. If ever there was a case for close cooperation in a friendly spirit, this is clearly it.

"The Japanese economic upsurge has been so tremendously rapid that it was bound to outdistance economic attitudes formed in times of much less security and prosperity. After all, we are not short of such attitudes in our own country. Many here still believe that every import, of whatever kind, is suspect.

"Unavoidably, the giant industrial strides of Japan have provoked and perturbed many sectors of our economy. The Japanese progress has been awesome.

"When we look across the ocean at Japan's rosy picture, one finds it difficult to see why they could not now, without loss, respond to the demands of their trading partners and jettison the quota protection they still employ as well as their needless restrictions on foreign investments.

"Those two actions, taken voluntarily and soon, would have a profoundly liberating effect on the climate for world trade and would bring only benefit to Japan. Surely it is acceptable that we should urge our Japanese friends to act soon, and voluntarily, in matters which they will in any case deal with in the next few years, rather than let things drag on in an atmosphere of deepening international resentment."

President Nixon's assistant turned the delegates' attention to Europe.

"Looking across the other ocean I wish that all there were serene. But you in New Orleans, having exported more than 139 million bushels of grain last year, know we have mounting agricultural problems with the European Economic Community.

"Now, as the ones who contrived the first 'common market' of 13 States, we can hardly knock the concept. We have continued to have agricultural problems as we have grown to 50 States, and we can afford to be sympathetic, for we still enjoy a healthy surplus with the EEC of more than $1 billion last year.

"Yet this relationship, profitable as it is, remains imperfect. Enlightened the Community is in industrial trading, but we are far from enthralled by its effort to export its agricultural problems at the expense of its trading partners.

"It is bad enough that the Community's agricultural policy should be ultraprotectionist, with all that entails for U.S. food exports. It becomes even more worrisome when Community policy, operating through high price supports without production limits, leads first to huge surpluses, and then to sales heavily subsidized in world markets to the detriment of all other food exporters, including the U.S."

Agriculture has been the stepchild of trade liberalization, Harlow commented, noting that it involves complex problems with deep domestic roots.

"Price supports or equivalent measures, as current experience in Europe is demonstrating, have often aimed at targets too high. With today's farm technology they inevitably have brought surpluses, even in commodities traditionally imported," he asserted.

"For our part, we say it is time to find better means of maintaining farm incomes. The specter of expensive, unwanted surpluses must be banned. Better means must be devised to achieve compatible agricultural policies throughout

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the world—means which will avoid trespassing on interests of other nations," Harlow concluded.

A highlight of the meeting was the announcement, with accompanying details, that the Port of New Orleans has launched a $395 million, 30-year improvement program. By the year 2000, most port facilities are to be moved from the city's congested Mississippi River banks to an area to be called CENTROPORT USA, located near the junction of the city's Industrial Canal and Gulf Seaway.

"Our philosophy is that our port can become the Rotterdam of the Gulf," Robert R. Barkerding, Sr., New Orleans Executive Port Director, declared. He described Rotterdam as the largest port in the world, and said its relationship to Europe as a river port is similar to New Orleans' function in the United States.

By the year 2000, the New Orleans port will have four barge carrier terminals, four new breakbulk terminals, two special steel handling terminals, expansion of a public bulk terminal, completion of a container terminal and other special purpose terminals, according to the plan.

Also, 29 existing wharves will be out of existence, opening up a considerable section of city riverfront area for an ocean passenger terminal and tourist center.

The Gulf Seaway is to be expanded to a 2,000-foot width and 50-foot depth, or deeper, and connected with the Mississippi River by a second channel and lock east of the present lock.

The proposed $395 million State expenditure for new port facilities, industrial facilities and other needs compares with $141 million invested by the port on construction in the 1953-'68 period.

The firm designing the new port, Barkerding said, is "conservative in its estimate of a general cargo increase of 135% for New Orleans by the year 2000."

Other projections show the container trade up to five million tons by that year, with barge-carrying ships handling an equivalent amount of cargo.

With the barge-carrying LASH and SEABEE vessels, almost any cargo can be shipped overseas, naval architect Jerome F. Goldman said at the meeting.

"Neither is the perfect answer for everything, but between the two we can do almost anything."

Goldman said he started thinking 18 years ago about the big problem of shipowners and operators: the fact that an average vessel spends an unproductive 50 per cent of its time in port being loaded and unloaded.

His firm, Friede and Goldman, created the LASH (lighter aboard ship) system with the first vessel, Acadia Forest, arriving in service last year.

Its operator, Central Gulf Steamship Co., New Orleans, is expecting a second vessel from Japan in June or July. Other LASH ships are being built in that country, the United States and Europe.

W. J. Amoss Jr., Executive Vice-President of Lykes Bros. Steamship Co., Inc., said his company's three SEABEE Clipper ships now being built at Quincy, Mass., are not only big but have great flexibility.

Barges carried will be larger than the LASH barges, and decks, bulkheads or guides can be changed to accommodate breakbulk, roll on-roll off, bulk or containerized cargoes, he said.

Capacity will be 1.9 million cubic feet, compared with about 500,000 cubic feet for today's standard vessels.

With increased speed and turn-around time, the SEABEEs will have 7½ times the capacity of existing ships, Amoss said.

The annual award of the conference was presented to Abe Plough, a pharmaceutical manufacturer, whose accomplishments were described in the citation:

"In 1908 an ambitious 16-year-old borrowed $125 and started compounding Plough Antiseptic Healing Oil in a room above his father's furniture store in Memphis, Tennessee. For six years, Abe Plough was owner, general manager, and sole employee of the firm. He prepared his product at night and sold it the following day. The daily output of 25 bottles was marketed by calling on rural merchants via horse and buggy.

"Today Plough, Inc., is a corporation with approximately 3,000 employees; annual sales in excess of $130 million; and a rapidly expanding, truly worldwide business.

"In 1924, Plough, Inc., entered the foreign market for the first time with a sales outlet in Mexico.

"Today Plough, Inc., and its subsidiaries have their own office branches and/or factories in Canada, the United Kingdom, Guatemala, Hawaii, Puerto Rico, and the Philippines. There are joint venture companies in Mexico, Jamaica, Brazil, Argentina, Chile, Peru, South Africa, Belgium, Holland, Spain, Portugal, Japan and Southeast Asia. Plough brandname products are exported, manufactured, or assembled in virtually every country."

An accountant views the DISC

Leonard Savoie, Executive Vice-President of the American Institute of Certified Public Accountants, put before the Mississippi Valley World Trade Conference an accountant's eye view of the new DISC—domestic international sales corporation—proposal being studied by the Treasury Department.

"According to Treasury officials, the DISC proposal is a reform designed to achieve equality and simplification by treating a domestic exporting subsidiary on the same basis as a foreign subsidiary. In this way, the U.S. tax on export income derived by the DISC would be deferred until that income is distributed as a dividend to DISC shareholders. No Federal income taxes would be incurred by the DISC company as long as it earned qualified income and continued to invest in qualified assets in the proportions required.

"In a DISC, the ultimate declaration of a dividend—no matter how far into the future—would trigger the payment of income tax by the parent company.

"And this situation—tax deferral, not outright tax exemption—gives rise to an interesting question of accounting treatment.

"In income statements presented to stockholders, the general principle is to deduct income tax from the income that gives rise to the tax. A pronouncement of the Accounting Principles Board of the AICPA calls for this treatment in most situations even if the tax is not currently payable but is deferred until a future period.

"When applying the principle to undistributed earnings of subsidiaries, the pronouncement recognizes that there is no need to provide for income tax to the parent company in cases where the income has been, or there is evidence that it will be, permanently invested by the subsidiaries, or where the only likely distribution would be in the form of a tax-free liquidation.

"This application, however, did not anticipate the DISC situation, where the proceeds from operations may be loaned to the parent company but a dividend need not be declared. Hence, there will exist uncertainty as to whether and in what circumstances income tax must be provided on income of the DISC until the Accounting Principles Board provides an interpretation. This they expect to consider at a spring meeting."

Secretary Stans offers U.S.-Latin programs in fields of trade, tourism, technology, investment

Tells Buenos Aires businessmen of 'shared responsibility' in new Action for Progress policy for Western Hemisphere

Secretary of Commerce Maurice H. Stans set a four-sided trade expansion plan before a Latin American business audience, told of U.S. moves to help Latin tourism and technology, and then cautioned that U.S. investment capital is interested in Latin enterprises but also seeks "the most hospitable climate" overseas.

He addressed a joint meeting of the United States and Argentine Chambers of Commerce in Buenos Aires, Argentina, during his current 17-day, six-nation tour of Latin America.

He spoke of the principle of "shared responsibility" in what he called "President Nixon's new Action for Progress policy for the Western Hemisphere." Among new U.S. initiatives and commitments, he mentioned the President's contingency account of $540 million for international financial institutions, a substantial part of which would be for the Inter-American Development Bank, and a requested $556 million in AID funds for the Western Hemisphere, an increase of 20% over the 1970 appropriation levels.

Stans said: "I am especially happy that under the President's program the four areas which hold the greatest promise for the progress of Latin America happen to fall within my jurisdiction. They are trade expansion, promotion of tourism, the sharing of science and technology, and foreign direct investments."

Trade promotion steps

He said the U.S. was taking steps to work with Latin American nations to expand their trade with the U.S., the rest of the world, and with each other:

"First, we are pressing vigorously for a general reduction of non-tariff barriers in developed nations, which seriously hamper the free flow of trade. Many of these obstacles discriminate against the products of Latin America, as well as those of my country. On trips abroad, I have made it plain to our trading partners that we in the United States place the highest priority on a reduction of these barriers, which are growing in number and are threatening the whole structure of Free World trade.

"Second, we have proposed that the industrial nations adopt a liberal system of generalized tariff preferences for all developing nations, including Latin America. We would like to see a common scheme in force, one with broad product coverage and with no ceilings on preferential imports. Discussions are now in progress on our proposal in the Organization for Economic Cooperation and Development and the United Nations Conference on Trade and Development.

"Third, we seek to support directly your trade expansion efforts. In his 1971 Budget, the President has asked Congress for $15 million for this purpose. Discussions with Latin American countries on how this money can best be spent are underway at the present time.

"Fourth, we will support the establishment of regular procedures for advance consultation on trade matters in the Western Hemisphere. As President Nixon has stressed, U.S. trade policies often have a heavy impact on your countries, and the time to consult with you on policy decisions is before they are taken, not after."

After describing U.S. proposals to help complete the Pan American Highway and to promote other essential tourist facilities for Latin America's 1971 Tourism Year, Secretary Stans made a further offer, saying that Commerce Department's U.S. Travel Service "will pool its resources with yours to interest travel wholesalers in other parts of the world in packaging multi-national tours of this Hemisphere. Our Service also stands ready to sponsor joint familiarization tours for retail travel agents and travel writers and to develop a series of equal partner promotional ventures, such as joint travel trade briefings abroad, cooperative film evenings in foreign countries and joint travel missions to Europe and Asia."

In the technology field, Secretary Stans offered the use of U.S. Government-owned patents, U.S. assistance to an OAS Technology Bank and Technology Diffusion Center, and in weather forecasting.

Then he said: "It is with particular pride and pleasure that I announce the establishment of a new program whose technological benefits will constitute a basic foundation stone for the industrial progress of this entire region.

"We in the Commerce Department, jointly with the Agency for International Development, are creating the 'Industrial Standards Fellowship Program for Latin America.'

"Under this program, ten Latin American scientists and engineers will be trained each year in standards techniques at our Commerce Department's world-famous National Bureau of Standards in Washington, D.C.

"As we all know, standards—a basic, agreed-upon system of uniform measurement—are the absolutely indispensable prerequisite for industrialization."

The Secretary continued: "This new program also will help further the transfer of science and technology that accrue to your benefit through direct private investment. Your increased standards expertise will enable you to adapt more readily for other industries the new technology which accompanies such investment."

Investment climate

Reviewing investment conditions, Secretary Stans said: "Investment capital enjoys a free marketplace in the world. It is attracted by the legitimate profit incentive. It will go where there are prospects for a fair return without undue risk. It will flee from conditions which threaten its freedom and security.

"These are inexorable facts. If a nation is to attract private capital and enjoy the benefits that it offers, conditions must be favorable for its long term investment.

"It is to every nation's benefit to create these conditions. Each nation is competing against every other country for the scarce resources—capital and know-how—that foreign investment provides, and it will go to the country that offers the most hospitable climate.

"For example, U.S. manufacturing investment has a wide choice of areas for investment where the returns are comparable. In 1968, the annual rates of returns for our manufacturing investments abroad were 12% for Latin America, 11% for Europe, 20% for the Middle and Far East, and 8% for Canada.

"But despite the lack of special profit advantage in Latin America, U.S. firms have continued to increase their investments in this region. From 1965 to 1968, U.S. direct investment in Latin America increased more than $1.6 billion, reaching a total of some $11 billion."

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PRESENTING THE 'E' AWARD to officials of Molinos de Puerto Rico is Jack O. Padrick, Director of the Department of Commerce's Office of Field Services, left. Accepting is Frank Mathias, vice president and general manager and Molinos' export manager Robert Knight. The ceremony occurred in San Juan.

'E' awarded to Puerto Rican firm for exports in Caribbean market

Colorful, printed cotton sacks important in Haiti; trade barriers, stiff Canadian competition were obstacles

Facing preferential trade barriers and stiff Canadian competition, Molinos de Puerto Rico, Inc. of Hato Rey decided in 1966 to actively enter the Caribbean export market. Through a campaign stressing customer service, short delivery schedules and technical assistance, the company significantly increased its export sales and recently received the President's 'E' award for excellence in exporting.

Until 1966, Molinos, a producer of wheat flour, corn meal and animal feed, had handled exporting through its domestic sales department which was equipped to service orders only on a customer solicited basis, resulting in little export business.

When Molinos decided to launch a vigorous export campaign, an export department to promote sales was organized. Competition with other suppliers of bakers' flour and animal feeds in the Caribbean market came mainly from Canadian firms, which, until Molinos appeared, controlled about 99% of the market for these goods.

The English-speaking Caribbean islands have shown strong economical, political and historical ties with Canada, and, in turn, have granted preferential tariffs to Canadian products. In some cases, this cut has amounted to less than three-quarters of the duty Molinos is required to pay, although Molinos' prices have been lower and its products of equal quality.

To overcome these barriers, a sales campaign stressing service was launched in which officials of the Puerto Rican firm visit most of its 22 markets at least three or more times annually and technical assistance is also given by the firm's bakers who visit the islands annually to demonstrate ways to obtain the best results from its flour. These visits have often proven effective in boosting Molinos' sales volume. In Dominica, the company sold nearly ten times more in 1969 than it did in 1968 when its bakers first visited that area.

Also in 1968, when the flour mill in Haiti closed, Molinos immediately entered the Haitian market through its agent. Within one year, the firm had a 48% share of the market. To accomplish this Molinos had changed its flour sacks. The Haitians had been using the Canadian flour bags for clothing materials, so Molinos decided to insert colorful printed cotton bags inside its regular 100 pound flour bags.

Shipping was another area that the Puerto Rican firm decided to improve. By using charter vessels rather than conference line vessels, the company could offer two-week service to all of its markets, while its competition was often on a monthly basis. The quicker service allowed customers to receive fresher products and enabled them to have less capital tied up in inventory.

Molinos began a campaign to switch all of its agents to distributorships in 1968, which resulted in increased sales. Also, it offered credit terms, while the Canadians were often selling on a sight draft basis.

Canadian firms have now reportedly dropped their prices lower than those for Molinos' products, but to date, Molinos has felt no reduction in sales volume, and is investigating new markets in Bolivia and Brazil.

Controls eased on E. Europe exports

Export controls have been eased on shipments of selected additional U.S.-origin products to Eastern Europe.

Commerce Department's Bureau of International Commerce (BIC) said validated export license requirements have been removed for specified items in 222 commodity categories on the BIC Commodity Control List, permitting unrestricted shipment of these commodities to the Soviet Union and other East European countries. Most of the commodities already were authorized for export to Poland and Romania.

The revisions were part of BIC's first regular review of commodity controls since enactment of the new Export Administration Act.

The specific commodities affected include selected types of textile fabrics, chemicals, iron and steel products, bookkeeping and adding machines, telephone and telegraph equipment, agricultural machines and tractors, conveying equipment, radio and television studio and audio equipment, hand and power tool parts, typewriting and printing machines, and electrical apparatus.

The 222 entries join some 950 others on the Commodity Control List that have been decontrolled over the past several years. Other commodities in the same general categories remain subject to validated license restrictions. Details are contained in Export Control Bulletin No. 17.

STUDYING EUROPEAN BUSINESS ATTITUDES occupies these planners of the U. of Iowa's Institute on American Business in Western Europe. From left: John Harlow, professor of business administration; Kenneth A. Byrns, of the Commerce Dept.'s Des Moines Field Office; and Eric Bergsten, professor of law.

Iowa U. to study European attitudes toward U.S. business

Basic seminar for executives offered at Iowa City June 4-6

An institute for business executives, covering basic problems of business operations in Western Europe, will be sponsored June 4-6 at The University of Iowa by the Colleges of Business Administration and Law.

The Institute on American Business in Western Europe will consider the experience and conclusions of individuals, firms and other groups that have confronted the varying attitudes of European employees, managers, associates and competitors as they may affect American operations.

It will weigh problems of business-government relations and regulations, as well as differing attitudes toward profit, welfare, management and collective bargaining. Techniques for reaching and enacting policy conclusions will be studied.

The leadership of the program will include Edward Pilcher, assistant to the chairman, Union Carbide, Europe; John Mason, recent director of marketing, Chemicals and Plastics Division, Monsanto to Europe; Bert Witham, vice president for finance, IBM World Trade Corp.; and Professor Jean Boddewyn, Graduate School of Business, New York University.

Also Professor Everett Kassalow, economics and international labor, University of Wisconsin; Kornelius Walraven, second vice president, Continental Illinois Bank and Trust Co.; and J. Robert Wilson, European division, Regional Affairs Section, BIC, U.S. Department of Commerce, Washington.

Write: Institute on American Business in Western Europe, 661 Phillips Hall, University of Iowa, Iowa City, Ia. 52240.

Eximbank loan helps Italian airline buy two U.S. jets

The Export-Import Bank of the United States has authorized a $3.96 million loan to help finance the purchase of two DC-9 aircraft, one flight simulator, and related goods and services from the United States by Aero Trasporti Italiani, S.p.A. (ATI) of Naples, Italy.

Eximbank's loan represents 36% of the $11 million purchase. ATI will make a cash payment of $2.2 million or 20% of the price, $440,000 or 4% will be financed by McDonnell-Douglas Corp. and other U.S. suppliers, and the remaining $4.4 million or 40% of the purchase price will be provided from non-U.S. sources.

Established in 1963, ATI is a small domestic airline and a wholly-owned subsidiary of Alitalia, Italy's international flag carrier.

Eximbank's loan is to be repaid in two separate schedules, each one to be of seven semiannual installments with interest at an annual rate of 6% on outstanding balances.

Hawaii refinery becomes foreign trade sub-zone

Unit is designed primarily to process foreign oil for export

The Foreign-Trade Zones Board has issued the State of Hawaii a grant authorizing the establishment of a special purpose foreign-trade sub-zone at Ewa, Oahu, Hawaii.

The Department of Commerce announced that the sub-zone will embrace a 29,500-barrel-per-day oil refinery which will be constructed on a 120-acre site at Barbers Point in the vicinity of Honolulu. Hawaiian Independent Refinery, Inc., will be the zone user.

The State of Hawaii presently operates a general purpose foreign-trade zone in Honolulu under a grant issued by the Board in 1965.

The Foreign-Trade Zones Act empowers the Foreign-Trade Zones Board, consisting of the Secretary of Commerce, as Chairman, and the Secretaries of the Treasury and Army, to grant permission to qualified public and private corporations to establish and operate foreign-trade zones and sub-zones in or adjacent to U.S. ports of entry.

Foreign-trade zones and sub-zones are areas under Customs supervision, where foreign merchandise may be brought without the requirement of a formal Customs entry. The goods may be stored, manipulated, manufactured and exhibited therein, and duties need not be paid unless and until the goods enter U.S. Customs territory from the zone. In issuing this grant the Foreign-Trade Zones Board took into account that the sub-zone operation is primarily designed to process foreign oil for export. The viability of the project is not dependent upon any special quota allocation for imports under the oil import program.

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World trademark laws reviewed for U.S. traders

Extent of protection for companies varies widely among more than 120 countries

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This article presents summaries of the trademark laws of the world in response to continuing requests from U.S. exporters and other businessmen interested in foreign markets for information on trademark protection abroad. It updates trademark law summaries published in the May 23, 1966 issue of INTERNATIONAL COMMERCE.

U.S. exporters generally regard adequate trademark protection abroad for their goods and services as essential to development of foreign markets. A trademark provides important identification for a firm's products and services in foreign markets as it does in the U.S. and also serves as the focal point around which that firm can develop its advertising and sales promotion campaigns. The mark also symbolizes to the buying public the goodwill, quality standards and reputation inherent in its products and services.

The United States adheres to several treaties under which exporters and other businessmen are entitled to receive, in about 100 countries, the same treatment under trademark laws as those countries extend to their own nationals (national treatment). However, the United States is not a party to any agreement whereby a U.S. trademark registration is automatically recognized and protected in a foreign country or vice versa. While U.S. nationals have rights to apply for and receive trademark registrations in countries with which we have treaty arrangements, they must nevertheless proceed under the laws of each such country to obtain these rights. A U.S. trademark registration has no automatic effect in other countries.

The basic multilateral agreement on trademark rights to which the United States is a party is the "Paris Union" International Convention for the Protection of Industrial Property, to which about 80 other countries have also adhered (see chart). The United States also adheres to the General International Convention for Trademark and Commercial Protection of 1929, to which nine other Western Hemisphere countries are party. There are two other Inter-American trademark conventions—Convention for the Protection of Commercial, Industrial and Agricultural Trademarks and Commercial Names, and the Convention for the Protection of Trademarks, which were signed in 1923 and 1910, respectively. These were superseded by the 1929 Convention for countries which are signatory to the latter (see chart).

All of these conventions embody the national treatment principle, as well as certain special advantages for the U.S. businessman seeking trademark protection abroad. Such rights include a six months "right of priority" which is created by filing a first trademark application in the United States or another member country, followed by the filing of a corresponding application in any other convention country within the next six months. The effect is to give the second-filed case the same status as if filed on the same date as the first.

Also under a Paris Union Convention Revision adopted in 1958, a U.S. national may register his trademark in any country adhering to that Revision (about 52), if it is otherwise a proper application, without the need of a prior registration of the same mark in the United States. The new revision also strengthens protection for marks for services, as well as those for goods.

Bilateral agreements

The United States has also concluded a number of bilateral arrangements with members of the above Conventions, and other countries, under which U.S. citizens receive national treatment and other protection against discriminatory practices in acquiring and maintaining trademark rights.

There are a number of international agreements in effect, and some due soon to come into effect, under which the filing of trademark applications with a central source for protection in a number of countries is facilitated. The United States is not party to such agreements. However, it is desirable for a firm seeking trademark protection abroad to have its attorney determine whether and under what circumstances a U.S. firm may be able to use these procedures. Regionally, the only agreement currently in effect is the African and Malagasy Industrial Property Agreement (Union) (see summary).

A Benelux Trademark Convention is scheduled to become effective Jan. 1, 1971. Under its provisions, a trademark owner will be able to secure protection of his mark in Belgium, Netherlands and Luxembourg by filing a single application with a central office at The Hague. These countries will adopt a uniform trademark law by that time to replace their national laws. A Benelux Trademark Court will also be established.

In Central America, representatives of Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua adopted, on June 1, 1968, a Central American Convention for the Protection of Industrial Property. The Agreement establishes, for their territories, uniform trademark legislation and classification systems. It also provides for uniform legislation on protection of commercial names and advertising expressions and symbols, and indications of origin. There is no central filing or registration procedure; a separate application will still have to be filed in each country for trademark protection. The Convention will come into effect upon ratification by three contracting parties. So far the requisite number of countries has not ratified this Agreement.

The Madrid Agreement Concerning The International Registration of Trademarks, which is organized on an international as distinct from a regional basis, is adhered to by 21 countries. Under its provisions, a trademark first registered nationally in a member country can be applied for by the owner in the other 20 countries through a single filing with the International Bureau in Geneva. The Bureau, upon receipt of the application, distributes it to the other member countries for processing and, if qualified, registration by each in accordance with its own laws. Countries have a right to refuse protection within one year from the date of publication of the international mark in an official

journal called *Les Marques Internationales*. Under the original text adopted in 1891, and revisions through 1934, such registrations were always dependent on the prior home registration; if the latter was ever cancelled, those in the other countries became invalid. Under a text adopted at Nice in 1957, dependence of subsequent registrations on the prior home registration is limited to a period of five years. After that time these other marks may no longer be terminated by a single action directed against the prior home mark. Eighteen countries adhere to the Nice text.

Prompt registration of trademarks is advantageous for U.S. exporters in those countries where they intend to do business, and where their products may be marketed by others. In most countries, trademark applicants are not required to present evidence of use of a mark prior to registration. This is different from the U.S. system, where a mark must be used in order to acquire legally-recognized ownership rights.

In many countries, the first person to apply for and acquire registration of a mark is recognized as its rightful owner. In the British Commonwealth countries and certain others, the applicant must either show use, or specify intended use; in which case the mark must be used within a certain period after registration.

In countries such as France, under its present law, the first applicant is entitled to protection of a mark regardless of whether it may have been previously used by another party. In countries which have no prior use requirements, registration of marks owned in the United States are sometimes acquired by persons without authority of the U.S. owner. Such persons then use these registrations to prevent the owners of the trademark rights in the United States from importing their goods, or to compel them to license the marks to the registrants, or to employ the latter as local distributors in order to do business in their countries.

Unlike patents, trademark registrations can be renewed indefinitely. Their initial duration and renewal periods vary from country to country. In countries with laws patterned on the British system, it is usually seven years, renewable for 7 to 14 years thereafter. In most other countries, it is 10 to 20 years.

Most countries require a trademark to be used within a specified period after its registration, otherwise it is subject to cancellation.

Various countries, primarily those in the British Commonwealth, have a Registered User requirement in their trademark laws under which certain details of a trademark license must be recorded with the Government. This recordation requirement enables licensor enforcement over a licensee's trademarked products, to ensure that they maintain the same specifications and quality standards as those of the licensor. In other countries, the license agreement itself must be registered with the Government to be enforceable.

The most widely-used international trademark classification system is that currently established under the Arrangement of Nice Concerning the International Classification of Goods and Services to Which Trade Marks Apply, adopted June 15, 1957. It consists of 34 product and 8 service classes. Twenty-five countries adhere to this agreement and use the system; about 45 other non-member countries also use the international system, although some do not include the service mark classes, not having provision for registration of service marks.

Not used by U.S.

The United States does not use the Nice Classification system. The U.S. system contains 52 product and 8 service classes and one 'collective membership' class. U.S. trademark registrations are, however, currently marked with the Nice Classification as a supplementary indication of class.

The following countries now require U.S. nationals to have a prior U.S. registration of their mark before it can be applied to register: Luxembourg, Guatemala, Panama, Poland, and Portugal. Brazil, Turkey and Costa Rica will waive this requirement for U.S. applicants who carry on a commercial or industrial establishment in the United States. No other countries impose prior home registration requirements on U.S. applicants.

For more detailed data on step-by-step procedures to be followed in protecting their trademark rights abroad, exporters should secure the services of legal counsel for advice and assistance relative to the countries where they desire to do business.

Summaries of trademark laws throughout the world follow:

AFGHANISTAN—Registrations valid ten years from application filing date, renewable for similar periods. First applicant entitled to registration. Prior user may contest registration within three years. After three years, no claims against valid registration heard by Commercial Court. No use requirement unless ordered by Government.

AFRICA AND MALAGASY UNION—Members of Union and parties to Accord for the Creation of an African and Malagasy Industrial Property Office (OAMPI) are Cameroon, Central African Republic, Chad, Congo (Brazzaville), Dahomey, Gabon, Ivory Coast, Malagasy Republic, Mauritania, Niger, Senegal, Togo and Upper Volta. Accord applies to trademarks as well as patents and industrial designs; establishes common system for offering protection in member countries through filing with Central Office, Yaounde, Cameroon.

Trademark application filed with, and registration granted by, Central Office has protection of national law in each member country, valid for 20 years from date of deposit (filing date). Renewable for indefinite periods. No examination or opposition. Registration incontestable on prior user grounds after three years. Mark must be registered to be recognized as owner's property right in member countries. Marks registered by Central Office may be annulled by Civil Tribunals of member countries in their territories, if such marks found to be contrary to public order, lacking distinctiveness, or liable to public deception. Transfers and assignments must be entered with the special Central Office Register to be enforceable.

ALGERIA—Registrations valid ten years from application filing date, renewable for like periods. Registrations in force July 3, 1962 valid to 15 years, provided registrant made "continuous use" request before Dec. 24, 1966. First applicant entitled to registration. No examination or opposition proceedings. Immediate publication after registration. Mark must be used within one year of registration. Requests for cancellation on grounds of confusion or conflict with another's mark permissible within five years of contested registration's date.

ARGENTINA—Registrations valid ten years from registration date; renewable for similar periods. First applicant is entitled to registration. Applications examined, published for opposition, which must be made within 30 days. Cancellation action on contention registration contrary to law must be brought within ten years of registration date; no time limit for bringing cancellation action on prior rights grounds. No use requirement except as ordered by Government.

AUSTRALIA—Registrations valid seven years from application filing date; renewable for 14 year periods. First applicant, as user or intended user, entitled to registration. Trademark, to be registrable Part A, must distinguish applicant's goods from others. Registration may be cancelled any time on grounds it was obtained by fraud, is scandalous, misleading, deceptive, has lost distinctiveness, or is otherwise contrary to law. After seven years, mark becomes incontestable on other grounds. Trademark to be registrable Part B need not be distinctive as one qualified A but capable, in course of use, of becoming distinguishable for goods on which used. Part B registration has no incontestability rights after seven years validity, as does Part A. (Same situation prevails in other British Commonwealth countries and former possessions that provide Part A and B registrations.) Certification marks registrable Part C, assignable only with Registrar's consent. Defensive marks, if already registered Part A, are registrable Part D. Such marks need not be used but are cancellable if no longer registered other than as defensive marks. Applications examined; if satisfactory, published for opposition, within three months. Mark can be cancelled upon proof it was registered without intent to use or, if no bona fide use within three years after registration. Non-use excused if due to special circumstances. "Registered User"

provisions. Australian Trade Marks Act extends to Norfolk Island, Papua and New Guinea territories.

AUSTRIA—Registrations valid ten years from registration date, renewable for similar periods. First applicant entitled to registration and exclusive use of mark. First user claimant can apply for cancellation within three years of contested mark's registration date. Applications examined. No opposition procedures or use requirement.

BAHREIN—Trademark registrable (1) if registered in United Kingdom or (2) to be used as local trademark in manufacture or sale goods in Persian Gulf States of Bahrein, Kuwait, Qatar, Muscat and Oman, and Trucial States. Registrations based on corresponding United Kingdom registrations are for the same duration as the latter. Local trademark registration duration is seven years from application filing date, renewable for 15-year periods. Foreign trademarks not registered in United Kingdom are not registrable.

BARBADOS—Registrations valid seven years, renewable for 14 years. Person claiming ownership of mark, as first user or intended user, may apply for registration. One month opposition period. No use requirement.

BELGIUM—Rights to a mark are established by first public widespread use in Belgium. Registration is considered equivalent to such use. Duration of registered mark is unlimited. Prior registration abroad is considered equivalent to use in Belgium if such registration is made in a country granting the same benefits to Belgians and has appeared in publicly available periodicals in the Belgian Patent Office. Examination of application for form only; no opposition. Registration granted on application filing date; no use requirement. Cancellation possible by courts on complaint of rightful owner.

BOLIVIA—Registrations valid ten years from registration date, renewable for similar periods. First applicant entitled to registration. Applications published for opposition within 50 days. Right of ownership becomes conclusive after registration is valid for 18 months. No use requirement, except for pharmaceutical and chemical products.

BOTSWANA—Registration possible on basis of prior registration in South Africa or United Kingdom; valid for unexpired term of prior registration. Renewable with home registration. No examination, opposition.

BRAZIL—Registrations valid ten years from registration date, renewable for similar periods. First applicant entitled to registration. Preliminary examination procedures for applications are followed by publication for opposition and, later, by supplemental examination. Opposition period 60 days. Persons claiming prior use may oppose application but must file for own mark within 60 days after filing opposition. Registered mark not used two consecutive years subject to cancellation. Prior home registration requirement for foreign national waived if he carries on a commercial or industrial establishment in his home country using said mark.

BULGARIA—Registrations valid ten years from application date, renewable for similar periods. First applicant entitled to registration and exclusive use of mark. No opposition or examination. Prior user may contest application, if he files own trademark application within three months of objection date. Mark not used for five years can be cancelled.

BURMA—No trademark law. Possible to acquire legally recognized ownership as first user under Common Law. Can record Declaration of Ownership in Office of Registrar of Deeds, Rangoon, and publish "caution notice" in newspapers.

BURUNDI—Registrations granted for unlimited duration. Person applying as first public user receives registration. No examination or opposition. Registration presumes valid property right unless proof to contrary submitted to authorities.

CAMBODIA—(See France).

CANADA—Marks registered under Unfair Competition Act of 1932, renewable every 15 years. Those registered under Trade Mark and Design Act of July 1, 1954 are valid 15 years from registration date, and are renewable for like periods. Person first to use mark or make mark known in Canada, or who previously registered and used mark in Paris Union country, or who intends to use mark in Canada is entitled to registration. In latter instance, applicant must show mark's use before it will be registered. Applications examined for proper form and content; published for opposition within one month. If no successful opposition, application allowed. Mark not used three consecutive years can be cancelled. 'Registered User' provisions.

CEYLON—Registrations valid seven years from application date, renewable for 14-year periods. User or intended user of mark can apply for its registration. Another person proving first user at later dated can have registration cancelled. Register has Part A (distinctive marks) and Part B (marks capable of becoming distinctive). Applications examined, published opposition two months. Mark not used five consecutive years may be cancelled upon request of an interested party unless non-use is due to conditions over which registrant had no control.

CHILE—Registrations valid ten years from registration date; renewable for similar periods. First applicant entitled to registration, if first to use mark continuously. Opposition period is 30 days after publication. Two years after registration mark generally becomes incontestable. No use requirement.

CHINA (TAIWAN)—Registrations valid 20 years from registration date, renewable for similar periods. First user of mark entitled to its registration. However, if applicant who is not prior user first applies for mark, he may receive registration, if first user neglects to file application within one year of his first use. Applications examined, published for opposition, which must be made within six months. Registrations subject to cancellation if not used within year after registration "without proper reason."

COLOMBIA—Registrations valid ten years from registration date, renewable for five-year periods. First applicant entitled to registration. Continuous and uninterrupted use of mark for at least three years confers same rights as registration. Such use can serve as rightful ownership grounds for contesting another's application or registration of similar mark. Applications examined, published for opposition within 30 days. No general use requirement; Government may order use in special circumstances.

CONGO (KINSHASA)—Marks registered for unlimited period. Registration granted first applicant but party later proving first use acquires legal ownership. No examination or opposition provisions.

COSTA RICA—Registrations valid fifteen years from registration date, renewable for similar periods. First applicant entitled to registration. No proprietary rights in absence of registration. Applications examined, published two months opposition. No use requirement except for marks registered for chemical or pharmaceutical products. No prior home registration requirement for foreign applicants who have business establishments in own countries.

CYPRUS—Registrations valid seven years from application date, renewable for 14-year periods. Person claiming proprietorship of mark may apply for its registration. First user rights recognized. Applications examined; published opposition two months. Mark registered Part A of Register and not contested for seven years cannot be challenged except upon proof it was obtained by fraud or deception. Mark not used five years may be cancelled, unless non-use was due to special circumstances.

CZECHOSLOVAKIA—Registrations valid ten years from application filing date, renewable for similar periods. First applicant entitled to registration. Another party proving prior use in Czechoslovakia for same class of goods may apply for cancellation within three years of registration date. Applications examined. No opposition or use requirement.

DENMARK—Registrations valid ten years from registration date, renewable for similar periods. First applicant entitled to registration. Party claiming prior use mark after registration can, within five years of registration date, secure cancellation from Courts upon proof of such use. Examination provisions; opposition period two months. No use requirement.

DOMINICAN REPUBLIC—Registrations granted for 5, 10, 15, or 20 years from registration date, at applicant's option; renewable for similar periods. First applicant entitled to registration. Examination, but no opposition provisions. When trademark applicant finds previously registered similar mark, first registration can be cancelled if used less than one quarter time during which newly-applied-for mark has been used by applicant. Cancellation of registration on grounds of similarity to mark previously registered must be sought within three years after registration of contested mark. Registered mark must be used within one year of registration date.

ECUADOR—Registrations valid 20 years from application date, renewable for 15-year periods. First applicant entitled to registration. Examination procedure; application published for opposition four times, with 10-day or more intervals between each publication. Prior user claimant must seek cancellation within five years of registration date. No use requirement.

EL SALVADOR—Registrations valid for 20 years, renewable for similar periods. First applicant is entitled to registration; prior user may contest registration up to five years. Applications examined, published for opposition, which must occur within 90 days. If mark not used, or use discontinued within year after registration, it can be cancelled. Foreign-owned mark used outside country meets use requirement. Customs authorities can prohibit import goods bearing infringing marks.

ETHIOPIA—No trademark law. May be possible to secure some protection by publishing cautionary notice in newspaper and filing copy of it and home registration with Ministry of Commerce in Addis Ababa.

FINLAND—Registration valid ten years from registration date, renewable for similar periods. First applicant entitled to registration. Examination provisions; opposition period two months after publication. Contestability on prior use grounds permissible within five years of registration date. Mark not used five years can be cancelled.

FRANCE—Present trademark law effective Aug. 1, 1965. Registrations valid for ten years from application filing date. As transitory measure, all registrations effected before Aug. 1, 1965 enjoy 15-year protection from application filing date. First applicant obtains registration, exclusive ownership of mark even though previously used by others. Only exception, owner of mark already very well known in France as belonging to him rather than registrant can sue registrant for cancellation within five years after registrant's application date. Examination for registrability, but not prior marks; no opposition proceedings. Mark not used for five consecutive years subject to cancellation.

Former French Colonies, now independent countries, of Cambodia, Laos, and Mali continue to apply earlier French Trademark Law (1857) to their jurisdictions. Applications should be filed directly in these countries. In Guinea, mark must first be registered in France to be registered and protected there. French 1965 law applies to Martinique, Guadeloupe, French Guiana, St. Pierre, Miguelon, and French Polynesian Islands.

GAMBIA—Marks registered in United Kingdom are registrable on a coterminous basis. Independent applications also permissible. Registrations valid 14 years, renewable for similar periods. Examination provisions, three-month opposition period.

GERMANY, Federal Republic of—Registrations valid for ten years from application filing date, renewable for similar periods. First applicant is entitled to registration. Registration, not prior use, confers proprietary rights. Only exception is recognition of marks in notorious use as belonging to original user. Examination procedures for registrability, not prior marks. Applications published for three months opposition. Mark must be used within five years of registration date, otherwise subject to cancellation.

GHANA—Registrations valid 14 years from application filing date, renewable for similar periods. Register consists of Part A (distinctive marks) and Part B (marks capable of becoming distinctive). First person applying as user or intended user of mark is entitled to registration. Applications examined, published for opposition, which must occur within three months. Mark registered in United Kingdom deemed registrable in Ghana. Registration cancelled if not used five years.

GREECE—Registrations valid for ten years from application filing date, renewable for similar periods. First applicant is entitled to registration. Examination procedures, opposition period six months. Prior user has rights if he proves mark is sufficiently known in his business in Greece; has three years from registration date to seek cancellation but term begins only after first sale by registrant. Registration can be cancelled if registrant fails to place on market goods bearing the mark within three years of registration date (one year for periodicals and four years for pharmaceutical marks) or if registrant has discontinued business or not offered products bearing mark for sale for two years (one year for periodical marks).

GUATEMALA—Registrations valid ten years from registration date, renewable for similar periods. First applicant entitled to registration. Search procedures exist. Applications published three times for opposition. Opposition must be filed within 40 days of first publication. No compulsory use, except as ordered by the Government in special cases. Prior home registration requirement for U.S. applicants.

GUINEA—(See France).

GUYANA (formerly British Guiana)—Registrations valid seven years from application filing date, renewable for similar periods. Person applying as first user is entitled registration. Owner of United Kingdom registration may also apply for registration on this basis. One month opposition period. Registered mark not used five years can be cancelled. Register consists of Part A (for distinctive marks), B (for marks capable of becoming distinctive) and C (registrations based on those in the United Kingdom). 'Registered User' provisions.

HAITI—Registrations valid ten years from registration date, renewable for similar periods. First applicant is entitled to registration. Prior user can seek cancellation within five years of registration date. Applications published for opposition, which must be made within two months. For opposition to be accepted opposer must also file application for contested mark, if not already registered. Mark can be cancelled if not used at all for two years or use discontinued for one year.

HONDURAS—Registrations valid ten years from registration date, renewable for similar periods. First applicant is entitled to registration. Applications published three times, at 10-day intervals, for opposition, which must be filed within 15 days of last publication. Mark must be used for more than a year after registration, otherwise considered abandoned unless revalidated upon fee payment.

HONG KONG—(See "United Kingdom")

HUNGARY—Registrations valid ten years from application filing date, renewable for similar periods. First applicant is entitled to registration. Prior user may apply for cancellation, unless registrant has used mark long time. Applications examined. No opposition provisions, but after registration, owner of previously registered mark may apply for its removal within 30 days. No compulsory use but under certain conditions non-use may prejudice registrant's infringement actions.

ICELAND—Registrations valid ten years from registration date, renewable for similar periods. First applicant is entitled to registration. Prior user may contest registration within five years of registration date. Examination procedures. No publication for opposition; anyone desiring to oppose application must request such right from Registrar. No compulsory use.

INDIA—Registrations valid seven years from application filing date, renewable for similar periods. First applicant who claims ownership through use is entitled to registration. Under certain conditions proven prior user may also have right to register mark at same time. Register divided into Part A (distinctive marks) and Part B (marks capable of becoming distinctive). Certification and defensive marks registrable Part A. Applications examined, published three months opposition. Any mark, except defensive mark, can be cancelled if not used continuously for five years, unless non-use was due to circumstances over which registrant had no control. 'Registered User' provisions

INDONESIA—Registrations valid ten years from registration date, renewable for similar periods. Registrations and renewals made before Nov. 11, 1961 are valid 20 years. Exclusive rights to mark are based on its first use in Indonesia. First applicant considered first user. To preserve first user status, registrant must use mark within six months of registration date. Examination, but no opposition provisions. Adverse decisions on application appealable to District Court, Djakarta. Cancellation petitions also can be filed with that Court, but within nine months of registration's publication date. Mark must be used within three years.

IRAN—Registrations valid ten years from application filing date, renewable for similar periods. First applicant is entitled to registration. Prior user claimant must contest it within three years. Applications made public for inspection, opposition; also examined. Allowed applications published for opposition within 30 days. Registration, if not used by registrant in Iran or abroad within three years of effective date, can be cancelled.

IRAQ—Registrations valid 15 years from application filing date, renewable for similar periods. Registered mark becomes incontestable after five years. Applicant, as user or intended user, is entitled to registration. Applications given preliminary search; published opposition three consecutive times; opposition must be filed within 90 days of last publication date. Registration not used for two consecutive years can be cancelled unless owner proves non-use was due to circumstances over which he had no control.

IRELAND—Registrations valid seven years from application filing date, renewable for 14-year periods. First applicant as user, or intended user, is entitled to registration. Marks are registered Part A (distinctive) or

XUM

International Union for the Protection of Industrial Property (Paris Union)

(Member States as of Jan. 1, 1970)

Founded by the Paris Convention (1883), revised at Brussels (1900), Washington (1911), The Hague (1925), London (1934), Lisbon (1958), and at Stockholm (1967)*

Member States**	Year Joined	Latest Binding Act; with date ratified
Algeria	1966	Lisbon: 3/1/66
Argentina	1967	Lisbon: 2/10/67
Australia [1] [2]	1925	London: 6/2/58
Austria	1909	Lisbon: 11/30/69
Belgium	1884	Lisbon: 8/21/65
Brazil	1884	The Hague: 10/26/29
Bulgaria	1921	Lisbon: 3/28/66
Cameroon [1]	1964	Lisbon: 5/10/64
Canada [1]	1925	London: 7/30/51
Central African Rep. [1]	1963	Lisbon: 11/19/63
Ceylon [1]	1952	London: 12/29/52
Chad [1]	1963	Lisbon: 10/19/63
Congo (Brazzaville) [1]	1963	Lisbon: 9/2/63
Cuba ††	1904	Lisbon: 2/17/63
Cyprus	1966	Lisbon: 1/17/66
Czechoslovakia	1919	Lisbon: 1/4/62
Dahomey [1]	1967	Lisbon: 1/10/67
Denmark [3]	1894	London: 8/1/38
Dominican Rep.	1890	The Hague: 4/6/51
Finland	1921	London: 5/30/53
France [4]	1884	Lisbon: 1/4/62
Gabon [1]	1964	Lisbon: 2/29/64
Germany (Fed. Rep.)	1903	Lisbon: 1/4/62
Greece	1924	London: 11/27/53
Haiti	1958	Lisbon: 1/4/62
Holy See	1960	London: 9/29/60
Hungary †	1909	Lisbon: 3/23/67
Iceland	1962	London: 5/5/62
Indonesia [1]	1950	London: 12/24/50
Iran	1959	Lisbon: 1/4/62
Ireland †	1925	Lisbon: 6/9/67
Israel [1] †	1950	Lisbon: 7/18/66
Italy	1884	Lisbon: 12/29/68
Ivory Coast [1]	1963	Lisbon: 10/23/63
Japan	1899	Lisbon: 8/21/65
Kenya	1965	Lisbon: 6/14/65
Lebanon	1924	London: 9/30/47
Liechtenstein	1933	London: 1/28/51
Luxembourg	1922	London: 12/30/45
Madagascar [1]	1963	Lisbon: 12/21/63
Malawi [5]	1964	Lisbon: 7/6/64
Malta	1967	Lisbon: 10/20/67
Mauritania [1]	1965	Lisbon: 4/11/65
Mexico	1903	Lisbon: 5/10/64
Monaco	1956	Lisbon: 1/4/62
Morocco	1917	Lisbon: 5/15/67
Netherlands [6]	1884	London: 8/5/48
New Zealand [1]	1931	London: 7/14/46
Niger [1]	1964	Lisbon: 7/5/64
Nigeria	1963	Lisbon: 9/2/63
Norway	1885	Lisbon: 5/10/64
Philippines	1965	Lisbon: 9/27/65
Poland	1919	The Hague: 11/22/31
Portugal [7]	1884	London: 11/7/49
Rhodesia [5]	1965	Lisbon: 4/6/65
Romania †	1920	Lisbon: 11/19/63
San Marino	1960	London: 3/4/60
Senegal [1] †	1963	Lisbon: 12/21/63
South Africa	1947	Lisbon: 4/17/65
Spain	1884	London: 3/2/56
Sweden †	1885	London: 7/1/53
Switzerland	1884	Lisbon: 2/17/63
Syrian Arab Rep.	1924	London: 9/30/47
Tanzania [1]	1963	Lisbon: 6/16/63
Togo [1]	1967	Lisbon: 9/10/67
Trinidad and Tobago [1]	1964	Lisbon: 8/1/64
Tunisia	1884	London: 10/4/42
Turkey	1925	London: 6/27/57
Uganda	1965	Lisbon: 6/14/65
USSR †	1965	Lisbon: 7/1/65
United Arab Rep.	1951	London: 7/1/51
United Kingdom [8] †	1884	Lisbon: 1/4/62
United States [9]	1887	Lisbon: 1/4/62
Upper Volta [1]	1963	Lisbon: 11/19/63
Uruguay	1967	Lisbon: 3/18/67
Viet-Nam [1]	1956	London: 12/8/56
Yugoslavia	1921	Lisbon: 4/11/65
Zambia [5]	1965	Lisbon: 4/6/65

*) The Stockholm Act (1967) entered into force Apr. 26, 1970.

**) Explanation of type:
Boldface type: States bound by the Lisbon Act (1958).
Italics: States bound by the London Act (1934).
Ordinary type: States bound by the Hague Act (1925).

†) This State has ratified the Stockholm Act (1967). U.S. Senate has given advice and consent to ratification; instrument of ratification not yet deposited with BIRPI.

††) This State has notified its intention to avail itself of Article 30(2) of the Stockholm Act (1967).

1) The Convention was applied, by virtue of Article 16[bis] thereof, in the territories of the following States before their accession to full independence, as from the dates indicated: Australia (Aug. 5, 1907), Canada (Sept. 1, 1923), Ceylon (June 10. 1905), Indonesia (Oct. 1, 1888), Israel (Palestine, except Transjordan, Sept. 12, 1933, to May 15, 1948), New Zealand (Sept. 7, 1891), Tanzania (except Zanzibar, Jan. 1, 1938), Trinidad and Tobago (May 14, 1908). The Convention was applied by France, under Article 16[bis], to the following States from various dates: Cameroon, Central African Republic, Chad, Congo (Brazzaville), Dahomey, Gabon, Ivory Coast, Madagascar, Mauritania, Niger, Senegal, Togo, Upper Volta, Viet-Nam.

2) The Convention has been applied to Papua and New Guinea since Feb. 12, 1933, and to Norfolk Island, since July 29, 1936 (the London Act has applied since Feb. 5, 1960); the Hague Act has been applied to Nauru since July 29, 1936.

3) Including the Faroe Islands.

4) Including the Departments of Guadeloupe, Guiana, Martinique, Reunion and all Overseas Territories.

5) The Convention had applied to Malawi, Rhodesia and Zambia (as component parts of the former Federation of Rhodesia and Nyasaland) since Apr. 1, 1958.

6) The Convention has been applied to Curacao and Surinam since July 1, 1890 (the London Act has applied since Aug. 5, 1948).

7) Including the Azores and Madeira.

8) The Lisbon Act is applicable to the Bahamas as from Oct 20, 1967.

9) The Lisbon Act has been applied to Puerto Rico, Virgin Islands, Samoa and Guam since July 7, 1963.

Source: United International Bureaux for the Protection of Intellectual Property (BIRPI), Geneva, Switzerland.

Part B (capable of becoming distinctive). Certification marks registrable Part A. Part A registration is incontestable after seven years except on grounds that the mark was acquired through fraud, consists of immoral or deceptive subject matter. Examination procedures; one month opposition period.

ISRAEL—Registrations valid seven years from application filing date, renewable for fourteen-year periods. First applicant or prior user is entitled to registration, whichever is earlier. Registration is contestable on prior user grounds within five years. Examination procedures; opposition period three months. Mark subject to cancellation if not used, unless due to circumstances over which registrant had no control.

ITALY—Registrations valid 20 years from application filing date, renewable for similar periods. First applicant is entitled to registration. Prior user has contestability rights for five years. To secure cancellation of registration, he must show that his prior use of mark was sufficient for it to be publicly known before contested mark's registration date. No examination or opposition provisions. Mark must be used within three years of registration date, must also be used continuously for three years.

JAMAICA—Registrations valid seven years from application filing date, renewable for 14-year periods. Register divided into Part A (distinctive) and Part B (capable of becoming distinctive). Part A registrations are conclusive as to validity after seven years. First applicant as user, or intended user, is entitled to registration. Examination procedures; one month opposition period. Registration cancellable if unused for five years. "Registered User" provisions.

JAPAN—Registrations are valid ten years from registration date, renewable for similar periods. First applicant is entitled to registration. Another person widely using mark before first application filed may be permitted to continue such use even after registered by someone else. Examination procedure, two-month opposition period. Registration cancellable if not used for three consecutive years (unless there was good reason for such non-use); or if it is deemed similar to someone else's "well known" mark; or if used in a deceptive manner; or if otherwise registered contrary to law. Incontestable after five years except on grounds of misleading use or deception.

JORDAN—Registration valid seven years from application filing date, renewable for 14-year periods. First applicant as user, or intended user, is entitled to registration. Examination procedures. Opposition period three months. Registration can be canceled on grounds of non-use or no bona fide intention to use during two years preceding cancellation petition, unless non-use was due to conditions over which registrant had no control. Mark is incontestable five years after registration date. Unless mark is registered, no infringement damages can be recovered.

KENYA—Registrations valid seven years from application date, renewable for 14-year periods. Register divided into Part A (distinctive) and Part B (capable of becoming distinctive). First applicant as user or intended user is entitled to registration. Examination procedures. Opposition period 60 days. Registration cancellable if mark not used in five years.

KOREA—Registrations valid ten years from registration date, renewable for similar periods. First applicant is entitled to registration. No substantive examination or opposition provisions. Registration cancellable for failure of registrant to prevent unauthorized party from using mark on similar goods; for failure to use mark one year; for changes rendering mark confusing or unrecognizable; for failure to record transfer of marks; for acquisition of mark through fraud; or on finding that mark was unlawfully registered. After four years registration, mark is incontestable on grounds of similarity to another registration for the same class goods.

Pan-American Trademark Conventions to which U.S. adheres

	1910[1]	1923[2]	1929[3]
Bolivia	x		
Brazil	x	x	
Colombia			x
Cuba	x	x	x
Dominican Rep.	x	x	
Ecuador	x		
Guatemala			x
Haiti	x	x	x
Honduras			x
Nicaragua			x
Panama	x		x
Paraguay	x	x	x
Peru	x		x
United States	x	x	x
Uruguay	x		

[1] Convention for protection of trademarks, signed at Buenos Aires Aug. 20, 1910; entered into force for U.S. July 31, 1912. Superseded as between contracting parties by conventions of Apr. 28, 1923 and Feb. 20, 1929.

[2] Convention for the protection of commercial, industrial, and agricultural trademarks and commercial names. Signed at Santiago Apr. 28, 1923; entered into force for the U.S. Sept. 30, 1926. Superseded as between contracting parties by convention of Feb. 20, 1929.

[3] General inter-American convention for trademark and commercial protection. Signed at Washington Feb. 20, 1929; entered into force for U.S. Feb. 17, 1931.

Source: U.S. Dept. of State.

KUWAIT—Registrations valid ten years from application filing date, renewable for the same period. First applicant is entitled to registration. Registration incontestable after five years. Accepted applications published for opposition in three consecutive issues of the *Official Gazette*. Oppositions must be filed within 30 days of last publication. Mark can be cancelled if not used for five consecutive years.

LAOS—(See France).

LEBANON—Registration valid for 15, 30, 45, or 60 years, at applicant's option. Renewable for similar periods. First applicant is entitled to registration. Prior user may contest registration up to five years after registration date. Non-registrant who, five years after another's registration of mark, can prove first use thereof can continue use of his mark for up to 10 years from existing registration date. Examination procedures, but no opposition or compulsory use provisions.

LESOTHO—Registration possible on basis of prior registration in South Africa or the United Kingdom; valid for unexpired term of prior registration. Renewable with home registration. No examination or opposition.

LIBERIA—Registrations valid for 15 years, renewable for similar periods. Infringement action not possible if based on unregistered mark. First applicant is entitled to registration, but must prove mark not in use by anyone else. Examination procedures, but no opposition provisions. Mark must be used within two years of registration date; otherwise cancellable. Also cancellable if owner neglects legal action against infringer or adopts new similar mark.

LIBYA—Registrations valid ten years after application filing date, renewable for similar periods. First applicant is entitled to registration. Examination procedures, opposition period three months. Registration incontestable after five years. Cancellable if not used for five consecutive years without justification.

LIECHTENSTEIN—Registrations valid 20 years from application filing date, renewable for similar periods. First applicant is entitled to registration. No examination or opposition procedures. Prior user rights recognized.

LUXEMBOURG—Registrations valid ten years from registration date, renewable for similar periods. First user is entitled to registration, which confers exclusive rights. However, person using mark five years without registering it loses rights to it if someone else meanwhile obtained registration. No examination or opposition. Use necessary to maintain rights. Cancellation procedures exist. Prior home registration required for U.S. applicants.

MALAWI (Nyasaland)—Marks registered with the former Federation of Rhodesia and Nyasaland before Dec. 31, 1963 are effective in Malawi for their original term. Certificate of Registration for such marks should be secured and entered in the Malawi Register. Federation separated in 1963 into Malawi, Zambia, and Southern Rhodesia. Marks registrable in Malawi seven years from application filing date, renewable for 14 years. First applicant, as user or intended user is entitled to registration. Register divided into Part A (distinctive), Part B (capable of becoming distinctive), C (certification) and D (defensive). Examination procedures. Opposition period is two months. Registration cancellable if not used five years. Part A registration remaining valid for seven years is incontestable on prior user grounds. 'Registered User' Provisions.

MALAYSIA—New Malaysian nation established Sept. 16, 1963, consists of former Malaya, Sarawak, and Sabah (North Borneo). No central trademark law yet adopted; each separate State continues to enforce the law in effect in its area before that

date. Office of Registrar of Trademarks and Patents for Malaya, at Kuala Lumpur. Registrar of Trademarks and Patents in Singapore reportedly serving as Registrar for Sabah. Sarawak Registrar is at Kuching. Registrations for each area are valid seven years from application filing date, renewable for 14-year periods. Registers in all areas divided into Part A (distinctive) and Part B (capable of becoming distinctive). Associated, defensive and certification marks are registrable. First applicant as user is entitled to registration. Examination procedure, opposition period one month after publication. Mark not used for five years cancellable. 'Registered User' provisions.

MALI—French Law temporarily applicable but applications for registrations may be filed at Registry of Tribunal of First Instance at Bamako. Marks registered in France before independence date (Apr. 4, 1960) should be re-registered. Registrations valid 15 years.

MALTA—Registrations valid 14 years from application filing date, renewable for similar periods. Applicant as first user is entitled to registration. Examination procedures, opposition period two months from publication. No use requirement.

MAURITIUS—Marks registrable on the basis of prior U.K. registration or independently. Independent registrations valid seven years from registration date, renewable for 14-year periods. U.K.-based registration valid and renewable for term of basic registration.

MEXICO—Registrations valid ten years from application filing date, renewable for similar periods. Use of mark establishes right to it. First applicant can acquire registration but cannot enforce it against party first using mark more than three years before registration. Prior user in Mexico can seek cancellation action within three years of contested mark's registration date. Examination but no opposition provisions. 'Registered User' provisions.

MONACO—Registrations valid 15 years from application filing date, renewable for similar periods. Exclusive right in trademark secured by registration. No substantive examination or opposition procedures, or compulsory use. Prior user may contest registration within five years if mark being effectively used by him.

MOROCCO (Former French Zone)—Former French and Spanish Zones of Morocco, and Tangier Zone, formed Kingdom of Morocco in 1956. No unified trademark legislation yet adopted. Protection in ex-French Zone should be sought through Office Morocain, Casablanca. For information on former Spanish and Tangier Zones, see separate summaries. Registrations issued by Office Morocain, Casablanca are valid 20 years from registration date and renewable for similar periods. First applicant is entitled to registration. Prior user may contest registration up to five years. No substantive examination or opposition proceedings. Registered mark must be used in Morocco or abroad at least five years, otherwise can be cancelled.

MOROCCO (Formerly Spanish Zone)—Registrations in Spain filed before 1956 remain valid for original durations. No facilities for securing new registrations are apparent.

NEPAL—Mark must be registered to be protected. No limitation on duration. First applicant is entitled to registration; no opposition proceedings.

NETHERLANDS—Registrations valid 20 years from application filing date, renewable for similar periods. First applicant entitled registration unless another party establishes proof of prior use. First user rights recognized only if contesting party's last use of mark not made more than three years before contested registration's application filed. Examination procedure; opposition period six months. Non-use for three years can result in loss of mark.

Netherlands Antilles maintains separate trademark law similar to Netherlands; provides for right of registration to first user; no opposition proceedings; forfeiture for three consecutive years of non-use. Registrations valid ten years from application filing date, renewable for 20-year periods. Surinam's trademark law and regulations are basically similar to the Netherlands.

NEW ZEALAND—Registrations valid seven years from application filing date, renewable for 14-year periods. First registrant, as user or intended user, is entitled to registration. Examination procedures. Opposition period three months. Marks registrable as Part A (distinctive) and Part B (capable of becoming distinctive). Part A registrations are incontestable on prior user grounds after seven years. Certification, association and defensive marks are registrable. Mark can be cancelled if proven it was registered without intent to use and it was not used up to one month before application filed or, if not used within five years before cancellation sought. 'Registered User' provisions.

Trademarks registered in New Zealand reportedly have validity in the Cook Islands; those registered in New Zealand before Jan. 1, 1962 also have effect in Western Samoa.

NICARAGUA—Registrations valid ten years from registration date, renewable for similar periods. First applicant is entitled to registration. Subsequently proven first user may have registration canceled. Examination procedure. Opposition period 30 days. Oppositions referred to courts for decision. No compulsory use but, if business in which mark is used ceases, or manufacture of goods is suspended for a year, registration is considered abandoned.

NIGERIA—Registrations valid seven years from application filing date, renewable for 14-year periods. Register divided into Parts A (distinctive) and B (capable of distinctiveness). First applicant, as user or intended user is entitled to registration. Opposition period is two months from publication. Registration cancellable if not used for five years. Mark registered in United Kingdom as distinctive (Part A) entitled to registration in Nigeria. Registered user provisions.

NORWAY—Registrations valid ten years from registration date, renewable for similar periods. First applicant is entitled to registration. Registration contestable on first user grounds within five years of registration date. Rights to mark, if "well known" as belonging to proprietor, can be acquired without registration. Examination procedures. Opposition period is two months after publication. No compulsory use.

PAKISTAN—Adopted provisions India Trade Marks Act of 1940. Registrations valid seven years after application filing date, renewable for 15-year periods. First applicant, as user or intended user, is entitled to registration. Proven prior user may continue to use mark registered to another and may be entitled to concurrent registration. Applications examined, opposition period is four months after publication. Registered mark not used on a continuous five-year basis is cancellable. Registration remaining valid seven years is incontestable. 'Registered User' provisions.

PANAMA—Registrations valid ten years from registration date, renewable for similar periods. First applicant is entitled to registration. Proven prior user can have original registration cancelled. Applications examined, if accepted, published twice for opposition, which must be filed within three months of last publication date. Mark can be registered before used but must be used within year after registration. Prior home registration requirement for U.S. applicants.

PARAGUAY—Registrations valid ten years from registration date, renewable for similar periods. First applicant is entitled to registration. Registration only basis upon which proprietary trademark rights established. Applications examined only as to form; opposition period is 30 days after publication. No compulsory use except as ordered by Government in individual cases. Infringement action cannot be brought by registrant after three years of the first occurrence of infringement or after one year from day registrant first knew about infringement.

PERU—Registrations valid ten years from application filing date, renewable for similar periods. First applicant is entitled to registration; no prior use provision. Applications examined, published for 30-days opposition. No compulsory use; but can be ordered for foods and pharmaceuticals.

PHILIPPINES—Registrations valid 20 years from registration date, renewable for similar periods. To maintain registration owner must file at fifth, tenth, and fifteenth anniversaries, affidavit that mark still is used or that its use is legally excused. First user is entitled to registration; registration becomes prima facie evidence of ownership. Examination procedures; opposition period 30 days after publication. Marks registrable on Principal Register, or on Supplemental Register (if not qualified for Principal Register but otherwise qualified under special conditions). Registered marks can be recorded with Customs Bureau for seizure of infringing imports.

POLAND—Registrations valid ten years from registration date, renewable for similar periods. First applicant is entitled to registration and recognized ownership. First user may, upon proof, have application rejected or registration canceled. Applications examined, published for opposition. No compulsory use. Infringement actions must be taken within three years after occurrence of infringing act. Prior home registrant requirement for U.S. applicants.

PORTUGAL—Registrations valid ten years from registration date, renewable for sim-

ilar periods. First applicant is entitled to registration. Prior user claimant may file for cancellation within six months of original contested registration's date, providing he has not used mark for more than six months without applying for own registration. Examination procedures. Applications published three months opposition. Registration can lapse if not used three consecutive years. Prior home registration requirement for U.S. applicants. Portuguese registration can be recorded for protection in colonies of Angola, Mozambique, Macao, Cape Verde Islands, Timor, St. Thomas, and Prince's Islands.

ROMANIA—Registrations valid ten years from application filing date, renewable for similar periods. First applicant is entitled to registration. Applications examined, opposition period three months. Registrations incontestable after five years, except if obtained on fraudulent basis, are deceptive, or consist of official emblems or insignia. No use provisions.

RWANDA—Mark must be registered to be protected. First user is entitled to registration and enforcement of rights. Duration unlimited. No examination, opposition or compulsory use.

SAN MARINO—No separate trademark law. Trademark rights obtained in Italy reportedly applicable.

SAUDI ARABIA—Registrations valid 15 years from application acceptance date, renewable for similar periods. First applicant is entitled to registration. Registration is incontestable after five years. Applications, after acceptance, published for opposition for six months. Person who can prove that he used mark for year before it was first registered can continue to use it. Customs authorities can seize imported goods bearing marks infringing those registered in Saudi Arabia.

SIERRA LEONE—Registrations valid 14 years from application filing date, renewable for similar periods. U.K. registrations may be registered in Sierra Leone concurrently with original registrations. Register divided into Part A (distinctive marks), Part B (marks capable of becoming distinctive). First applicant, as user, is entitled to registration. Applications examined, published opposition for three months. 'Registered User' provisions.

SINGAPORE—Registration valid seven years from application filing date, renewable for 14-year periods. Register divided into Part A (distinctive marks) and Part B (marks capable of becoming distinctive). First applicant, as user or intended user is entitled to registration. Applications examined, published opposition for two months. Registration is cancellable if mark not used for five years. Mark can be registered independently without prior U.K. registration, except for textile products. 'Registered User' provisions.

SOMALI REPUBLIC—Consists of former British Somaliland and Italian Territory of Somalia. Separate Registration Offices exist for each area. In former British area, owner of U.K. registration can apply for co-terminous registration. 'Registered user' provisions exist. In former Italian area, registrations are valid 20 years.

SOUTH AFRICA—Registration valid ten years from application filing date, renewable for similar periods. Registrations on applications filed before Jan. 1, 1964, are valid 14 years, renewable for ten-year periods. First applicant, as user or intended user, is entitled to registration. Under certain conditions, mark being used by more than one person can be registered to several parties for concurrent use. Marks registrable as Part A (distinctive) and B (capable of becoming distinctive). Part A registration, if valid seven years, becomes incontestable on prior use grounds. Applications examined, published for two months opposition. Also, under informal procedures, Registrar can decide conflicting oppositions cases with the consent of both parties. Mark cancellable if not used within five years. 'Registered User' provisions. South African Patent Office also administers trademark procedures for South West Africa.

International Spotlight

International activities will be highlighted at the 93rd annual meeting of the United States Trademark Association May 13-16.

The first business session at the Pocono Manor, Pa., meeting will consist of international case reports, a review of the General Electric Case in the United Kingdom, and the Benelux Trademark Treaty. The second of the four business sessions will hear a report on the Experts Meeting in Geneva on the Madrid Arrangement and a panel and floor discussion moderated by Paul Hoffmann. The final session will hear the report of the International Committee, among others.

U.S. Commissioner of Patents William E. Schuyler, Jr., will address the May 14 Luncheon session.

Write: United States Trademark Assn., 6 East 45th St., New York, N.Y. 10017. (212 986-5880)

SPAIN—Registrations valid 20 years from registration date, renewable for similar periods. First applicant is entitled to registration. Registrations incontestable on prior use grounds after three years, if continuously used by registrant and valid during that period. Applications examined; published for two months opposition. Cancellable, if not used five consecutive years, unless such non use was due to *force majeure*.

SUDAN—Registrations valid 20 years from registration date, renewable for similar periods. First registrant entitled to proprietary rights in mark. Applications examined, published opposition six months. Infringement proceedings possible by mark's owner only if it is registered. Registration cancellable if not used two consecutive years.

SWAZILAND—Registrations co-terminous with those in United Kingdom or South Africa. No examination or opposition procedures. 'Registered User' provisions.

SWEDEN—Registrations valid ten years from registration date, renewable for similar periods. First applicant is entitled to registration. Registration incontestable on prior user grounds after five years. Rights can be acquired without registration where mark achieves wide reputation through established use of owner. Applications examined, published opposition two months. Registration cancellable if not used five consecutive years.

SWITZERLAND—Registrations valid 20 years from application filing date, renewable for similar periods. Ownership based on first use, but mark must be registered to be enforced. Applications examined as to form and, if satisfactory, allowed. No opposition procedures. Marks must be used within three years of registration; and consecutively for three years thereafter; otherwise, can be cancelled.

SYRIAN ARAB REPUBLIC—Registrations valid 15, 30, 45, or 60 years from registration date, at applicant's option. Applications examined; no opposition provisions. First applicant is entitled to registration. First user may contest registration within five years, otherwise mark becomes incontestable on prior user grounds unless shown that registrant knew about prior use when application was filed. Prior user who loses rights to contest registration can continue to use mark 15 years after date of registration. No compulsory use.

TANGIER ZONE. Continues to maintain Industrial Property Bureau in Tangier to receive applications, issue registrations. Registrations valid 20 years from application filing date, renewable for similar periods. First applicant entitled registration. First user, desiring to contest registration, must first file application for his mark. Applications published opposition two months. Registration cancellable, if not used five years.

TANZANIA—Comprises the former areas of Tanganyika and Zanzibar. Until a permanent Constitution is finalized, trademark laws of each area remain in force. Each has Register divided into Part A (distinctive marks); Part B (marks capable of becoming distinctive). First applicant is entitled to registration. Applications examined. Marks for cotton goods or metal wares must be registered first in United Kingdom. Applications published for opposition within 60 days in Tanganyika, three months in Zanzibar. Registration can be cancelled in either country if not used. Registrations are valid for seven years in Tanganyika, in Zanzibar for 14 years from application filing date. Renewal period is for 14 years in both areas.

THAILAND—Registrations valid ten years from application filing date, renewable for similar periods. First person applying as owner of mark is entitled to registration. Ownership based on proven first use. Infringement proceedings cannot be instituted on behalf of unregistered mark. Applications examined, published three months opposition. Registration not used five years cancellable.

TRINIDAD AND TOBAGO—Registrations valid 14 years from application filing date, renewable for similar periods. Marks registrable as Part A (distinctive marks) or Part B (marks capable of becoming distinctive). First applicant, as user or intended user, is entitled to registration. Applications

examined, published opposition three months. Marks registered in United Kingdom qualify for registration. Registration cancellable if not used five years. 'Registered User' provisions.

TUNISIA—Registrations valid 15 years from application filing date, renewable for similar periods. Person applying as first user of mark is entitled to registration. No examination, opposition, or compulsory use.

TURKEY—Registrations valid ten years from registration date, renewable for similar periods. First applicant is entitled to registration. Registration contestable on prior user grounds within three years. Applications examined as to form, registrability. No opposition provisions. Ordinarily mark not used three years is subject to cancellation; nationals of Paris Union countries are exempt from such use requirements. Prior home registration requirement waived for foreign applicant on showing he is engaged in manufacture or trade of particular goods.

UGANDA—Registrations valid seven years from application filing date, renewable for 14-year periods. Register divided into Part A (distinctive marks), and Part B (marks capable of becoming distinctive). First applicant, as user or intended user, is entitled to registration. Under recent Trademark Act, mark registered in United Kingdom not now automatically considered distinctive. Registrar therefore not bound to accept such mark based on its prior U.K. registration.

UNITED ARAB REPUBLIC (EGYPT)—Registrations valid ten years from application filing date, renewable for similar periods. First applicant is entitled to registration. Contestable on prior user grounds for up to five years. Applications examined, published opposition three months. Registration cancellable if not used five years.

UNITED KINGDOM—Registrations valid seven years from application filing date, renewable for 14-year periods. First applicant, as user or intended user, is entitled to registration. Marks registrable as Part A (distinctive) or Part B (capable of becoming distinctive) of Register. If valid seven years, Part A registration becomes incontestable on prior user grounds. Applications examined, published for opposition within one month. Application refused for Part A can be amended for possible registration as Part B, obviating need for filing a new application for Part B registration. Registration cancellable anytime on proof that it was obtained by fraud, consists of scandalous matter, is misleading or deceptive, has lost distinctiveness, or is otherwise contrary to law. Applicant can obtain preliminary advice from Registrar whether mark qualifies for Part A or B. If advised that mark is registrable and applies within three months, but application rejected, filing fee is refunded. Mark removable from register if not used continuously for five years. 'Registered User' provisions.

Many newly-independent States which were formerly British Colonies, now have new and independent trademark laws. Some still recognize or require prior U.K. registration. These countries are summarized separately. Present British colonies and possessions generally fall into following broad categories regarding trademark protection afforded:

(1) Areas which provide protection only on the basis of existing registration in the United Kingdom, such as British Honduras, Falkland Islands, Gilbert Islands, Grenada, Gibraltar, St. Helena, Solomon Islands, Seychelles. Trademark registrations in these areas usually run for the duration of basic U.K. registrations.

(2) Areas where one can apply for independent registration or secure protection based on existing registration in the United Kingdom, such as Antigua, Bahama Islands, Bermuda, British Virgin Islands, Brunei, Dominica, Fiji Islands, Monserrat, Nevis, Anguilla, St. Vincent and St. Lucia. Registrations in these areas are usually granted for 7- or 14-year periods.

In Hong Kong, trademark registrations must be applied for on an independent basis under 1954 Ordinance. Register is divided into Part A (distinctive marks) and Part B (capable of becoming distinctive). Registrations are valid seven years (14 years if registered before Jan. 1, 1955), renewable for 14-year periods. Mark generally becomes incontestable on prior user grounds after seven years of registration. Owner of registration in United Kingdom, or elsewhere, must apply for new registration in Hong Kong, and meet requirements of local law and regulations. Where evidence of use is required, such use must be in Hong Kong. Applications examined. If acceptable to authorities, applicant must publish notice in local Gazette of intention to register mark, for opposition within two months of this notice. 'Registered User' provisions. Hong Kong law provides civil remedies and criminal penalties for unauthorized imitation of trademark.

USSR—Marks registered for term specified by applicant up to ten years from application filing date; renewable on same basis. First applicant is entitled to registration; prior use not required. Applications examined, if satisfactory, allowed. No opposition proceedings. Infringement suits are possible to prevent unauthorized use of registered marks. The Patent Bureau of the USSR Chamber of Commerce usually acts as agent for foreign applicants in filings and other trademark actions. Party may request preliminary examination of proposed mark; if mark approved, will be reserved for three months so that party may apply to have it registered. After this period, if party does not apply, mark becomes available for filing by other applicants.

URUGUAY—Registrations valid ten years from registration date, renewable for similar periods. First applicant is entitled to registration. Contestable on prior user grounds up to two years after registration date. Applications examined, published *Official Gazette*. Oppositions must be filed within 20 days of last publication. No compulsory use.

VENEZUELA—Registrations valid 15 years from registration date, renewable for similar periods. First applicant is entitled to registration. Registered mark is contestable on prior use grounds up to two years after registration date. Applications examined; if satisfactory, published for opposition within 30 days. Registration not used continuously two years is subject to cancellation.

VIET NAM, SOUTH—Registrations valid 15 years from application filing date, renewable for similar periods. First applicant is entitled to registration. Applications examined and, if satisfactory, allowed. No opposition provisions. No compulsory use in law, but Government may determine that mark registered for certain products must be used. Also, renewed registration can be voided if not used within three years from renewal date.

YEMEN (People's Republic of Southern)—No trademark law, except in Aden territory, where U.K. registrations may be registered for duration of original registration. Publication cautionary notice in newspaper only means of securing any other protection that may be available.

YEMEN ARAB REPUBLIC—No trademark law. Publication cautionary notice in local newspaper may afford some protection.

YUGOSLAVIA—Registrations issued on an unlimited basis so long as registrant continues to pay required advance fees for years of protection desired. Registrations usually renewed on 10-year basis. First applicant is entitled to registration. Registration may be contested on prior user grounds within three years of registration date. Applications examined as to form, registrability, existence of conflicting registrations; if satisfactory, allowed. No opposition provisions. No compulsory use.

ZAMBIA (formerly Northern Rhodesia)—Marks previously registered for the former Federation of Rhodesia and Nyasaland remain in effect in Zambia for their original term. Marks are registrable in Zambia for seven years from application filing date, renewable for 14 years. First applicant, as user or intended user, is entitled to registration. Register is divided into Parts A (distinctive marks), B (marks capable of becoming distinctive), C (certification marks) and D (defensive marks). Applications examined, if satisfactory, published for opposition within two months. Registration cancellable if not used five years. Part A registration valid for seven years is incontestable on prior user grounds. 'Registered User' provisions.

the author

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Lightman was formerly with the Department of State and with the Federal Trade Commission, where he served as an economist in the fields of industrial property rights protection, foreign antitrust activities, and other related international business practices.

He is a frequent contributor to professional publications in his field.

United States overseas

U.S. firms interested in entering exporting for the first time or seeking to expand overseas markets, will find assistance in the columns below listing details of future U.S. overseas activities.

Sales opportunities in 12 U.S. commercial exhibitions, trade fairs and solo exhibitions around the world, one specialized foreign trade mission and 21 shows at the eight U.S. Trade Centers are being offered to present and potential U.S. exporters between now and May 27, 1971. The shows and fairs are planned after market research indicates a demand for a particular category of products.

Currently, 12 upcoming Trade Center, trade fair and trade mission events are sold out.

Other opportunities of interest are America Weeks and the Sample Display Service. The latter is more fully described in a special notice accompanying this list. America Weeks displays are overseas retail sales promotions of U.S. consumer goods.

Of the 34 events in 12 nations and regions for which the Bureau of International Commerce is now seeking exhibitors, Germany will host seven, Italy and France five each, Japan four, the United Kingdom three, Australia, Sweden and Thailand two each, and Canada, Denmark, Mexico and Taiwan one each.

Each Trade Center exhibition is limited to one particular line of products. Centers are located in London, Bangkok, Milan, Frankfurt, Stockholm, Sydney, Tokyo and Paris. (The Trade Center in Sydney will open June 29.)

For further information on the Trade Center shows described in this listing, or for more facts on U.S. exhibitions at overseas trade fairs, **write:** Commercial Exhibits Program, BIC-932, U.S. Department of Commerce, Washington, D.C. 20230.

Trade missions are groups of U.S. businessmen organized to travel abroad to promote the export of U.S. goods and services manufactured by their particular industry. Some are organized and financed by the U.S. Government, while others are originated and paid for by various U.S. industries with Government approval and assistance. For information **write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.

The following calendar of upcoming American trade promotion activities is based on the latest data available. It appears regularly in the first issue of INTERNATIONAL COMMERCE each month.

MARINE AND SHIPBUILDING EQUIPMENT. Germany. Germany and surrounding European countries offer excellent sales opportunities for U.S. manufacturers of marine and shipbuilding equipment. German shipbuilders and their clients, European ship owners, are looking for modern equipment which will increase production and automate ships' operations. German shipbuilders rank third in the world for production of seagoing vessels. Stiff competition both with Japan and within Europe requires the German shipbuilder to produce quality ships with the most modern equipment available. For further information call George Kemp, 202-967-3088. **Frankfurt Trade Center. June 8-12.**

CRYOGENIC AND VACUUM EQUIPMENT. United Kingdom. Stimulated by aerospace technology, industrial and research applications for cryogenic and vacuum equipment have soared in the U.K. The strong market potential is evidenced by the user industries which include steel, chemical, petrochemical, electronics, food processing and gas supply industries and the many organizations engaged in research and development. The current U.K. market is estimated at between $35 and $50 million and an expected growth rate of 10% during the next several years is forecast. U.S. firms with new and advanced cryogenic and vacuum equipment should garner extensive sales in this mushrooming market. For further information call 202-967-4462. **London Trade Center. June 8-12.**

TRANSDUCER INSTRUMENTATION. Italy. Demand for transducers of every description is growing rapidly. Total sales are expected to top $2 million in 1969, and a 25% annual rise is forecast for the early 1970's. Interest in transducers comes from a variety of industries, with the greatest demands currently from the power, petrochemical, plastics, medical, and machine tool sectors. Trade sources also report excellent sales opportunities in Italy's expanding electronics, steel, communications, food processing and transportation industries. The largest market is reported to be for resistance, temperature, and pressure transducers. Call 202-967-2461. **Milan Trade Center. June 16-20.**

BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION/SEMINAR/TRADE MISSION. Thailand. Today Thailand offers significant opportunities for immediate and long-range sales of U.S.-manufactured business machines and office equipment. For the 10-year period ending in 1968, the market for these products showed an annual average increase of 25%. Total imports of office/business machines rose from $2.7 million in 1965 to $5.1 million in 1967, an increase of 88%. The U.S. share of the market is approximately 25%. The steady growth of the Thai economy, together with a stable political and business climate, has caused a rapid expansion and modernization of business service of all types. In addition to the Bangkok Trade Center exhibition, a trade mission/seminar will travel to several Southeast Asian countries for the purpose of familiarizing Asian businessmen with the latest office management techniques, as well as allowing U.S. businessmen the opportunity to explore a potentially lucrative market. For additional information, call Edward Oliver, 202-967-5148. **Bangkok Trade Center. June 22-26.**

FOOD PROCESSING AND PACKAGING EQUIPMENT TRADE MISSION. Mexico. The outlook for sales of U.S. food processing and packaging equipment in Mexico is favorable. Imports account for about 70% of the Mexican market with the U.S. supplying $5.2 million of Mexico's total $8.6 million market for such equipment between January-August 1969. The proximity of U.S. manufacturers to Mexican buyers, permitting

promotions scheduled

them to obtain rapid service and parts, is important to buyers. This mission will visit Mexico City, June 22-25; Guadalajara, June 26-28 and Monterrey, June 29-30. Information is available from Sam Cerrato, 202-967-5339. **Trade Mission to Mexico. June 22-30.**

COMPUTER DATA COMMUNICATIONS AND GRAPHIC DATA SYSTEMS/SEMINAR. Australia. Australian industrialists recognize the need to automate to compete in world markets. Thus, they are turning to the computer as a tool of managerial and production control. This development is creating a rapid expansion of the Australian computer/peripheral market. Presently there are about 1,000 computers installed in Australia, primarily in the manufacturing and commercial sectors. Only about a third of the top 800 Australian corporations have installed computers. It is estimated that the number of computer installations will be more than doubled in 1972. Recent market research concludes that Australia is ready for the newest and latest technology the United States has to offer in data communications and graphic equipment. The current Australian demand includes character recognition equipment, media converters, terminals, graphic data systems and other input and output devices. For more information and details on how you can participate in this important promotion which will inaugurate the eighth U.S. Trade Center, call 202-967-4047. **Sydney Trade Center. June 29-July 3.**

MATERIALS TESTING EQUIPMENT. Japan. Materials testing has begun to show impressive growth as well as shift in the types of equipment in demand. From 1966 to 1967, sales grew by 18% and this momentum is expected to continue as requirements increase for technologically superior metals, structures, etc. Market research has indicated that there is an opportunity for U.S. exporters in numerous categories of equipment, both dynamic and nondestructive, especially in such areas as: dynamic balancing machines, hardness testing machines, gear and thread measuring equipment, portable and fixed x-ray equipment and vibration testing equipment. For information call M. A. Shea, 202-967-4511. **Tokyo Trade Center. June 29-July 4.**

METAL PROCESSING EQUIPMENT AND SUPPLIES. Japan. The Japanese metal processing industries are among the more dynamic sectors of that country's economy. Japan's iron and steel industry is ranked third in world production and the aluminum industry is ranked fourth. The products shown in this exhibition will include instrumentation and controls, physical test equipment, special metals and alloys, powder metal and equipment, and industrial heating equipment. During the period 1966-1968, estimated purchases of instrumentation and controls, including testing equipment, increased from $24 million to $46 million, while purchases of industrial heating equipment rose from $48 million to $100 million. Future purchases of equipment are expected to steadily increase as production of crude steel is expected to reach a level of 112 million tons by 1973 compared with 67 million tons in 1968, while unwrought aluminum is expected to reach 1.4 million tons compared with a production of 478,000 tons in 1968. For detailed information concerning participation in this exhibition call Henry Watts, 202-967-4512. **Tokyo Trade Center. July 13-18.**

PRODUCTION EQUIPMENT AND MATERIALS FOR HYBRID CIRCUITS. Italy. Italy's booming electronics market, which will exceed $700 million in 1970, and extensive spending to close the gap in latest circuit technology and production equipment, offer an expanding market for U.S. manufacturers of production and test equipment, materials, and components for hybrid circuits. American products have an excellent reputation for both quality and dependability and account for a major share of the Italian electronics market, although European competition is increasing. This show is being held in conjunction with the Italian 7th International Exhibition of Electronic Components, Measuring Instruments and Accessories. More information is available from L. R. Thomas, 202-967-5351. **Milan Trade Center. Sept. 5-11.**

AIRCARGO EQUIPMENT AND FORUM. Germany. American makers of air cargo handling equipment will have the opportunity to exhibit in the U.S. Department of Commerce-sponsored off-site Trade Center show at the Fifth International Forum for Air Cargo at Frankfurt in September. Rapid growth in air freight volume is putting pressure on airlines, freight handlers, shippers and airports to upgrade and expand cargo ground operations in Germany. Because increased capacity and efficiency in the air has not been followed by equal advancement on the ground, a number of new freight facilities at various German airports are currently under construction or in the final planning stage. The ten major airports in Germany are expected to invest over $250 million during the 1970-72 period. Featured in this exhibition at the Frankfurt Airport will be all equipment associated with loading and unloading aircraft, clearing airport congestion on the ground, weight surveillance, intermodal transfer, documentation and other handling equipment aligned with the Forum's theme of "Door-to-Door-Service". Firms wishing to participate in this event should contact Jack Whitely, 202-967-2425. **Frankfurt Airport, Off-site Frankfurt Trade Center Show. Sept. 15-18.**

INSTRUMENTS AND MATERIALS FOR THE PLASTICS INDUSTRIES. United Kingdom. Use of plastics in the U.K. is growing at an annual rate of 12%. The building industry is the largest consumer of plastics although it is being rapidly surpassed by the packaging industry. Additional markets within the U.K. for plastics materials and equipment are also developing, such as transportation and non-wovens. This exhibition, a first for the Department of Commerce in the U.K., coincides with an increasing need of the British plastics industry to modernize its production capacity. Labor saving improvements and equipment adaptable to specific U.K. manufacturers' requirements to speed up the finishing process are in special demand. For complete information about participation in this exhibition, telephone 202-967-3849. **London Trade Center. Sept. 21-25.**

ANALYTICAL INSTRUMENTATION. France. The French

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ESTABLISHING CONTACTS with potential customers and renewing acquaintances with regular clients are major reasons for participating in the Department of Commerce's overseas exhibitions program. Above, Irwin Sheldon, president of Precision Cine Equipment, Brooklyn, meets two new customers at the company display mounted in the photographic equipment for science and industry exhibition staged at the U.S. Trade Center in Milan last February.

economy post devaluation continues to be strong. Output in 1969 is projected to rise 8.6% in real terms to $130 billion and imports will be up an amazing 23.6%. The French market for advanced analytical instrumentation amounted to $150 million in 1968 and enjoyed an average 8% per year increase over a period of the prior four years. The $2.5 billion spent on R&D in France in 1967 is expected to more than double by 1975. Particularly good market potential exists for chromatography, spectroscopy, thermal analysis, gas analysis and fluorescence instrumentation. For complete information call 202-967-3822. **Paris Trade Center. Sept. 22-26.**

PACKAGING EQUIPMENT, MACHINERY, MATERIALS. Japan. Economic forecasts predict Japan's GNP in fiscal 1969, ending March 31, 1970, will reach $173 billion with a real economic growth rate of 13%. Outlook is for a GNP of over $205 billion in fiscal 1970 with a continued high real economic growth rate of 12-13%. Private equipment investments are expected to continue expanding at annual rates of between 17-22%. The sales of packaging machines in Japan have increased fourfold in the past seven years due to the expansion of the food industry and the mechanized packaging adopted in the cosmetics, pharmaceuticals and other industries, plus a manpower shortage and resulting increased labor costs. Demand for packaging machinery continues to rise, and a recent survey indicated that Japanese manufacturers will invest $3.9 million in packaging equipment in fiscal 1969. The value of Japanese imports of packaging machinery has grown at a steady pace of 20% annually, and the U.S. ranks first among the exporters of packaging machinery to Japan. For further information call 202-967-3974. **U.S. Commercial Exhibition, Tokyo-Pack '70, Tokyo International Packaging Exhibition. Tokyo. Sept. 22-28.**

PRODUCTION EQUIPMENT FOR THE ELECTRONICS INDUSTRY. Canada. The first commercial exhibition in Canada sponsored by the U.S. Department of Commerce will be held in the Queen Elizabeth Building on the Canadian National Exhibition Grounds. Canada is the largest market for U.S. exports; the U.S. supplies about three-fourths of Canada's imports for general and electronic products. Continuing strong demand is anticipated for production equipment for the electronics industry, which is already a billion dollar market and expected to top three billion during the 1970's. U.S. manufacturers of electronics production equipment wishing to participate should call Wilbur L. Garges, 202-967-4653. **U.S. Solo Exhibition, Electronics Production Equipment. Toronto. Sept. 28-Oct. 1.**

ENVIRONMENTAL TEST EQUIPMENT. Scandinavia. The present Scandinavian market for environment test equipment is estimated at $7 million with demands expected to reach $10 million in the next several years. Many manufacturing firms, research laboratories, and engineering service firms are beginning to accelerate their equipment modernization programs in order to research, develop, and test new or improved products for highly competitive domestic and foreign markets. With most of the Nordic area's requirements met by imports, this show will offer U.S. manufacturers of test chambers and instruments, automatic control systems, data processing equipment, and peripheral devices an excellent chance to share in this growing market. **U.S. Trade Center for Scandinavia, Stockholm. Sept. 28-Oct. 3.**

CATERING EQUIPMENT, LAUNDRY EQUIPMENT AND HOTEL MAINTENANCE EQUIPMENT. France. Increasing competition for the tourist trade is forcing France to modernize its tourist facilities. The change in parities of the French franc and the German mark is providing a sharp stimulus to the French tourist industry, which is now gearing up to meet the expected influx of travelers. The French government is providing incentives in the form of low cost loans, tax advantages, and revised hotel standards to encourage improvements. At the same time, changing social and working conditions in France are creating a growing need for large volume, quick service feeding facilities. These conditions are causing a substantial expansion of the French market for equipment and supplies for hotels, restaurants and institutions. This expansion presents an excellent sales opportunity for U.S. manufacturers of equipment used by restaurants and hotels. The market is particularly good for food preparation and serving equipment, laundry equipment, and hotel maintenance equipment. U.S. firms can gain exposure and take advantage of the sales prospects offered by this growing market by participating in the U.S.-sponsored exhibition at the EQUIP'HOTEL trade fair. This is the largest show in France for the hotel, restaurant and catering industries. It attracts a large audience of hotel, restaurant, snackbar and cafe owners and operators; contractors, architects, and designers. Call 202-967-2885. **U.S. Commercial Exhibition, EQUIP'HOTEL. Paris. Oct. 8-19.**

AGRICULTURAL MACHINERY AND EQUIPMENT.

Thailand. The key market in Thailand today is the $200 million market for agricultural machinery and equipment. This market is expected to grow 15-20% annually over the next 2-3 years. Sales potential has been identified for four-wheeled tractors of 40-50 hp, 50-70 hp and above 70 hp; two-wheeled tractors; tractor parts and accessories; disc plows and harrows; rotovators; seed distributors and seeders; hay and grass mowers; hullers and shellers; threshing machinery; land grading blades; stalk shredders; fertilizer distributors; hay balers; pumps and gasoline, diesel and gas/oil mixture engines for irrigation equipment; machine and hand-powered pesticide sprayers; poultry incubators; animal feed processing machinery; and selected rice milling equipment. For further details call Joseph A. Miller, 202-967-5281. **Bangkok Trade Center. Oct. 12-16.**

AIR CONDITIONING AND REFRIGERATION EXHIBITION. Germany. U.S. air conditioning, refrigeration and component manufacturers will be able to display their products in a $200 million market in the October exhibition in Frankfurt. Residential air conditioning is well accepted. Commercial air conditioning is in the customer-demand-phase and the volume of new construction in Germany points to a breakthrough in sales for supermarket, office building and department store units and systems. Many small shops are renovating and spurring enough demands for the five ton and under units. The U.S. technological lead has helped American manufacturers capture a major portion of the import market and an increase is expected as electrical power companies in Germany continue to promote the use of air conditioning. While German per capita income rises, buyers are becoming more sophisticated in their selection of prepared frozen foods and refrigerated dairy products. This increase in demand has created a chain reaction from food processer through transporter to retail outlet. The demand has not gone unnoticed by German air conditioning and refrigeration manufacturers themselves, who in turn have a need for controls and other components for systems they manufacture. For market and participation information, call George Kemp, 202-967-3088. **Frankfurt Trade Center. Oct. 12-16.**

ELECTRONIC COMPUTERS AND PERIPHERAL EQUIPMENT. Japan. Electronic computer systems in Japan are increasing at a rate of more than 1,000 a year and are predicted to reach 10,000 installations by 1972. Despite large gains in domestic production, Japan continues to rely heavily on imported equipment to meet many of its demands. The U.S. is Japan's principal foreign supplier, last year exporting more than $91 million to this growing market. U.S. exports to Japan of electronic computers and peripheral equipment are expected to exceed $100 million this year. The first U.S. Solo Exhibition of this kind in Japan, the electronic computer and peripheral equipment show will be held at the International Trade Fair Center at Harumi Pier. For detailed information concerning participation and the Japanese market for U.S. computers and peripheral equipment call 202-967-4511. **U.S. Solo Exhibition, Electronic Computer and Peripheral Equipment. Tokyo. Oct. 12-17.**

PULP & PAPER PROCESSING AND CONVERSION. Italy. Italy's growing paper industry, which is striving to keep abreast of current technology and equipment, supplied over 3.4 million tons of paper and paperboard in 1969. Sharp increases in labor costs and other production costs are forcing the Italian paper industry to modernize and automate their production processes. Official estimates project that a total investment of $450 million will be spent by this industry during the 1970-72 period. Market research has confirmed a healthy demand for U.S. made process control instrumentation, accessory equipment for large paper machines, and chemicals for the paper industry. For marketing information on Italy's paper industry and facts on exhibiting in this promotion, contact Samuel S. Spaulding, U.S. Department of Commerce, BIC-944, Washington, D.C. 20230 (202-967-3968). **Milan Trade Center. Oct. 13-17.**

INDUSTRIAL ASSEMBLY EQUIPMENT. France. The estimated 1968 value of the French market for industrial assembly equipment was more than $117 million, and a recent market study conducted for the U.S. Department of Commerce predicts consumption will reach $150 million by 1971. U.S. firms currently hold an important share of French imports of assembly equipment and supplies. Sustained efforts to increase productivity are likely to generate excellent opportunities for further expanding U.S. exports. Because of the advanced technology of U.S. products there is often little competition. For information on how to participate, telephone 202-967-4961. **Paris Trade Center. Oct. 19-23.**

BIOCHEMICAL TEST AND CONTROL EQUIPMENT. Australia. The second major trade promotion event to be held at the new U.S. Trade Center in Sydney will feature both an equipment exhibition and technical seminar. Australia's buoyant economy has made it the second largest market for U.S. exports in the Far East and all economic indicators point to continued growth. Biochemical equipment having application in the medical and clinical fields as well as for industrial use will be promoted and U.S. firms will find receptive buyers. Expansion of industries utilizing this type of equipment, continued Government financial support for research and development in universities and Government agencies, an awareness of growing environmental problems and the obvious need for control and treatment of air and water pollution, and large expenditures for new hospitals, clinics, and laboratory facilities combine to make sales prospects particularly bright for U.S. products. For additional details or to reserve space call 202-967-4056. **Sydney Trade Center. Nov. 2-6.**

ELECTRONICA '70. Germany. In response to many industry inquiries, and as a result of extensive market research, the Department of Commerce will sponsor an exhibition in this European event. The outlook for electronic components and production equipment products is extremely favorable. Contact Harold Bromel, 202-967-4073. **U.S. Commercial Exhibition, ELECTRONICA '70. Munich. Nov. 5-11.**

INDUSTRIAL AIR TREATMENT EQUIPMENT. Germany. German industry is presently spending approximately $100 million a year on air pollution control equipment. Germany has had antipollution legislation since 1960; active enforcement of this legislation plus liberal Federal Government relief measures for industry have contributed much toward making Germany one of the best European markets for air pollution control equipment and related instruments. For information call Jack Whiteley, 202-967-2425. **Frankfurt Trade Center. Nov. 9-13.**

FLOW AUTOMATION EQUIPMENT. United Kingdom. The high level of capital investment in Britain's processing industries and the heavy computer orientation of these new facilities are major factors contributing to the country's interest in the latest developments in electronic process controls, particularly those related to flow measurement, control and proportioning, blending and weighing equipment. The National Economic Development Office estimates that the increase in investment in manufacturing industries as a whole will be 10% in 1970, with investments in the chemical and petrochemical industries rising $750 million in 1970 and refinery investments

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approximately $225 million. Imports of plant equipment are expected to continue to account for 15-20% of total plant investments and 33% of plant instrumentation. Particularly good market potential exists for mass flow measurement and blending devices and electronic/pneumatic—pneumatic/electronic converters. For complete information on this exhibition call 202-967-4462. **London Trade Center. Nov. 9-13.**

PACKAGING MACHINERY AND MATERIALS. France. The International Packaging Exhibition, Emballage '70, is one of the principal European trade fairs for the packaging industry. The French market for packaging machinery has been expanding about 10% annually, and in 1968 France imported $24 million in packaging machinery. Sales opportunities for U.S. suppliers of packaging equipment are developing as France modernizes its packaging industry. The need for better packaging in France is prompted by the expansion of self-service merchandising, and the integration of the Common Market economies which allows France to export more food products to her EEC partners. The International Packaging Exhibition in Paris is a biennial event which attracts a large audience of potential buyers interested in seeing the latest developments. The U.S. Department of Commerce sponsored a successful exhibition at this event in 1966. The 35 U.S. exhibitors reported sales of $2.3 million and 23 agency agreements as a result of that promotion. For further information on the market and participation in the exhibition telephone John Wolf, 202-967-3822. **U.S. Commercial Exhibition, Emballage '70. Paris. Nov. 9-15.**

OCEANOLOGY EQUIPMENT AND INSTRUMENTATION. Germany. Research indicates that more than $115 million in public funds alone will be expended during the next few years in Germany on oceanology. The increasing number of scientists and technicians, an expansion of shore facilities, an increased number of research ships, the establishment of the German Commission of Oceanology, the participation of Germany in countless international organizations, the growing cooperation between governmental, academic, and private industrial sectors, and a booming economy are some of the reasons why the future development of oceanology in Germany appears favorable. For additional information and details on how to participate in this important international event, call Andre Williams, 202-967-2425. **U.S. Commercial Exhibition, Interocean-70. Dusseldorf. Nov. 10-15.**

INDUSTRIAL AND SCIENTIFIC TEMPERATURE MEASUREMENT AND CONTROL EQUIPMENT. Scandinavia. The prime audience for this exhibition will be all scientific and research laboratories, the basic metals, pulp and paper, chemical, ceramics, glass and other industries concerned with the measurement and control of temperature during industrial processes. In Sweden alone, there are over 300 major companies and 30 independent research institutes using the type of equipment. Sales of many types of this equipment are increasing by over 20% a year; much of it is imported, and U.S. firms enjoy good reputations for the excellence of their equipment. Products which may be exhibited include: pyrometers and thermometers; thermocouples, transducers and other sensors; amplifiers, recorders and analyzers, breakdown and alarm systems, data-loggers and process control computers; analog computers; infra-red equipment; control valves and servo-mechanisms; electric furnaces, ovens, induction and dielectric heaters, as well as controls and components; atmosphere generators, and other related equipment. The market for industrial process controls in Sweden was estimated at $35 million in 1969, and about 25% of this equipment was for temperature measurement and control. In a survey, 134 companies indicated that within the next five years, they would spend $330 million for process control instrumentation and $23 million for on-line computers. Most of this equipment is being imported. For more information on this market and about participation in the exhibition, telephone John R. Crown II, 202-967-4421. **U.S. Trade Center for Scandinavia, Stockholm. Nov. 16-21.**

EQUIPMENT FOR BUSINESS AND INDUSTRY. Taiwan. Paced by a dynamic manufacturing sector, Taiwan's economy continues to experience rapid growth. The nation's gross national product during 1968 increased by 10.3% in real terms over 1967 with an expected similar growth rate during 1969. The industrial sector has averaged an annual rate of increase of about 18%. Chinese businessmen and Government officials recognize the need to achieve higher quality standards of production in order to effectively compete in foreign markets. Diversification into an increasingly wide range of sophisticated semi-finished and finished products is not only occurring, but finding their way into new geographic areas. Concurrent with this change in export product mix is a rapidly growing need for imports of advanced production equipment. This will be the second commercial exhibition in Taiwan sponsored by the U.S. Department of Commerce. Based on Market research conducted in Taiwan, the exhibition will feature equipment for the metalworking, food processing and packaging, construction, and plastic fabricating industries; test, measuring, and quality control instruments; and office equipment. In addition, other product lines identified as having good sales possibilities in Taiwan that will be exhibited include equipment for the chemical, textile, electrical and electronic industries; heating, ventilation and air conditioning equipment; and power hand tools. For further information contact Don Schmadel, 202-967-5286. **U.S. Commercial Exhibition, Equipment for Business and Industry. Taiwan. Nov. 16-21.**

PRINTING AND BOOKBINDING, FOOD PROCESSING-PACKAGING EQUIPMENT. Denmark. Buyers from a seven-country area including Belgium, Denmark, Finland, Germany, The Netherlands, Norway and Sweden will be attending the first U.S. sales event staged by the U.S. Department of Commerce in Denmark. Market research reveals that a shortage of skilled labor coupled with increasing wages and production costs are stimulating a trend toward modernization in the printing and food industries. Printed material and processed foods are important export commodities of these countries. Therefore, producers are modernizing facilities not only to remain competitive in their home markets, but in the international marketplace as well. Continued demand for automated equipment in both fields is forecast for the next several years. This seven-country area imported over $18 million of printing and bindery equipment from the U.S. in 1969 and over $16 million in food processing and packaging equipment. The exhibition will be mounted in two sections, one for printing and bookbinding equipment and the other for food processing and packaging machinery. For further details call 202-967-4256. **U.S. Solo Exhibition, Printing and Bookbinding, Food Processing and Packaging Equipment. Copenhagen. Nov. 17-22.**

COMPUTER TERMINALS AND PERIPHERAL EQUIPMENT. Italy. As Italy's economy continues to expand, its businessmen are pushing plant modernization in an effort to rationalize industrial operations. As a result it is expected that demand for real-time terminals and other peripheral equipment in Italy will greatly expand over the next few years. By 1972 there should be some 25,000 terminals in use in Italy. The Biennial International Instrumentation and Automation Exhibition, BIAS, is Italy's most important show in the field of instrumentation and automation equipment. In 1968, when the last

event was held, BIAS' 658 exhibitors attracted 54,250 visitors including 9,765 from outside Italy. For detailed information concerning participation and the current market for computer terminals and peripheral equipment call 202-967-4508. **U.S. Commercial Exhibition, BIAS. Milan. Nov. 20-26.**

LASERS AND ELECTRO-OPTICAL EQUIPMENT. Italy. High interest in U.S. lasers and electro-optical equipment exists in Italy. U.S. laser equipment currently has wide uses in Italian research laboratories, and industries are utilizing laser technology as soon as it is practical. American products are considered the best by Italian researchers and laboratory technicians, however, advanced laser and electro-optical equipment needs additional exposure in the Italian market. Indications are that $100 million has been authorized by the Italian Government for research and development programs. Italian industries currently starting to purchase laser equipment for on line applications are in the fields of electronics, telecommunications, machining, medical research, and construction. This show will coincide with BIAS, the Italian Biennial International Instrumentation and Automation Show, which draws a large European buying audience, and the U.S. Exhibition of Computer Terminals and Peripheral Equipment, all to be held at the Milan Fairgrounds. For marketing information on selling laser and electro-optical equipment in Italy and facts on exhibiting in this promotion, contact Herb H. Lindstrom, U.S. Department of Commerce, BIC-944, Washington, D.C. 20230 (202-967-3944). **Milan Trade Center. Nov. 20-26.**

DYNAMIC TESTING EQUIPMENT. Germany. The need for dynamic testing equipment is expanding at a rapid rate. In 1967, total German imports of electric and electronic dynamic testing equipment amounted to over $14 million, and in 1968, they rose to almost $19 million, a 34% increase in a single year. For further market information and details on how to participate in this event, call Don Trafton, 202-967-4161. **Frankfurt Trade Center. Dec. 7-11.**

AEROSPACE EQUIPMENT. France. Air transportation in Europe, both passenger and freight, is expanding rapidly. Ground support facilities are becoming strained to overcapacity. Many airports, modern a few years ago, are becoming obsolete. New supersonic jets and high capacity aircraft will aggravate the situation. The growth in air traffic is expected to create a strong demand for all type of aircraft, components and related support equipment. The United States is a leader in finding solutions to aerospace problems. Much of the free world's current demand for aerospace equipment and components is supplied by the U.S. or by foreign manufacturers under U.S. license. For the European aerospace industry, the need for efficient and economical equipment and components is urgent. U.S. manufacturers in this field have excellent prospects for sales. The Paris Air Show, May 27-June 6, 1971, offers a unique opportunity to show the latest U.S. developments and promote the sale of U.S. equipment throughout the world. For information call Charles M. Whitley, 202-967-4961. **U.S. Commercial Exhibition, Paris Air Show. May 27-June 6, 1971.**

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, and Nairobi, write: Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa and Hong Kong, write to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate General in Hong Kong.

Space fully booked

The following shows, in which all available exhibit space has been reserved, are still open for visits by interested representatives of the industries involved. U.S. firms with sales representatives or distributors in the area of any of the listed Trade Centers and exhibitions can ask these local businessmen to visit the shows to see the 'state of the art' in each particular field.

ADVANCED MEDICAL EQUIPMENT EXHIBITION. France. Sales of American made medical equipment to France are rising. Improvements in medical care are causing a growing demand for a wide range of items. The U.S. sold almost $5 million worth of medical equipment to France in 1968, up from $2.3 million in 1966. Prospects for greater sales are promising. **Paris Trade Center. May 11-15.**

PRINTING AND GRAPHIC ARTS EQUIPMENT. Mexico City, Mexico. Printing and graphic arts is one of Mexico's fastest growing industries and presently ranks as the fourth largest in the country. Current productivity amounts to about $272 million and forecasts call for this figure to triple by 1975. With the exception of some small machinery, there is virtually no manufacturing of printing and graphic arts equipment in Mexico. **U.S. Solo Exhibition, Mexico City. May 11-15.**

ELECTRO-OPTIC APPLICATIONS. United Kingdom. Britain, along with Europe, is moving from the experimental to the application stage in electro-optics. Annual U.K. purchases are estimated at $2 million in mid-1969, and the volume of business in electro-optical equipment is expected to at least double within the next three years. Experts currently claim that European developments are five years behind the U.S. level of accomplishment, but with industry in Europe now looking at electro-optical devices as practical tools, this gap can be expected to close rapidly. **London Trade Center. May 11-15.**

INDUSTRIAL INSTRUMENTATION AND COMPUTERS. England. For the third consecutive time the U.S. Department of Commerce is mounting an exhibition within an exhibition at the London International Instruments, Electronics, and Automation Fair, one of the largest and most important shows of its kind which is staged biennially in the United Kingdom. **U.S. Commercial Exhibition, International Instruments, Electronics and Automation Fair (I.E.A.), London. May 11-16.**

METAL SURFACE TREATMENT EQUIPMENT AND SUPPLIES. Japan. Continued expansion of Japan's industry has generated an expanding demand for the most advanced

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AMERICAN AMBASSADOR TO THE NETHERLANDS J. William Middendorf II, center, and E. J. Krause, Director of Commerce's Commercial Exhibitions Program, left, view equipment at EUROPORT '69, a trade fair in Amsterdam. Twelve of the 34 shows open for exhibitors are trade and commercial fairs.

metal surface treatment equipment and supplies. Japanese demand for metal surface treatment equipment totaled $83 million in 1968, half of which was for plating equipment. The majority of this equipment was used by the major firms in steel, automobile and electrical machinery industries. Based on the estimated annual increase in demand of 10%, consumption of metal surface treatment equipment is expected to total $111 million by 1971. **Tokyo Trade Center May 16-21.**

CHROMATOGRAPHY AND SPECTROSCOPY EQUIPMENT. Italy. Italy's economy is one of Europe's strongest. Its chemicals, petrochemical and pharmaceutical industries are expanding at a fast pace. These and other sectors of the Italian economy, including the medical field, offer excellent sales opportunities for U.S. manufacturers of chromatography and spectroscopy equipment. **Milan Trade Center, May 19-23.**

SERVO SYSTEMS AND COMPONENTS. Germany. A new look at the German market for precision mechanisms, positioning controls and systems components for the machine tool, aerospace and computer industries has uncovered numerous opportunities for American manufacturers of servomechanisms and related components. Germany's burgeoning economy and German industry's realization that labor shortages will continue to create greater demands for automation in industrial production point up the potential for these U.S. commodities. **Frankfurt Trade Center. May 20-22.**

OUTDOOR LIFE USA. Scandinavia. High per capita discretionary purchasing power in Scandinavia beckon U.S. firms manufacturing all types of recreational vehicles and related equipment. The show will feature light aircraft, small pleasure craft, snowmobiles, camper trailers, all-terrain vehicles, minibikes, above-ground swimming pools, etc. Also included will be equipment for hunting, fishing, water and winter sports. **U.S. Trade Center for Scandinavia, Stockholm. May 20-26.**

MEASURING AND TESTING EQUIPMENT. France. The U.S. Department of Commerce is sponsoring an exhibition at one of the most important trade fairs of its kind in Europe —MESUCORA. Scheduled in Paris, May 27 to June 4, 1970, MESUCORA is a triennial show featuring measuring, testing, controlling, regulating and automating equipment. **U.S. Commercial Exhibition, MESUCORA. Paris. May 27-June 4.**

ADVANCED REPROGRAPHIC EQUIPMENT EXHIBITION. Scandinavia. Demands for microfilm systems, office copying and duplicating equipment, offset printing equipment, facsimile equipment (remote transmission), document processors, lithography equipment, automatic typewriters, blue printing equipment, plotters and related supplies are increasing. In 1968, the U.S. supplied 22%, $12 million, of the $55 million total market for this equipment, with Sweden consuming half the total. Nordic businesses, institutions and agencies are seeking new equipment to provide higher efficiency at a lower cost. **U.S. Trade Center for Scandinavia, Stockholm. June 10-16.**

MEASURING, RECORDING AND CONTROL INSTRUMENTATION FOR THE CHEMICAL INDUSTRY. Germany. The Department of Commerce will organize a U.S. exhibition of instrumentation for the chemical industry at ACHEMA 1970. The fair, held every three years, is regarded as the world's leading showplace for equipment for the chemical industry. **U.S. Commercial Exhibition, ACHEMA 1970—16th Chemical Engineering Exhibition and Congress. Frankfurt. June 17-24.**

PACKAGING MACHINERY AND MATERIALS. England. PAKEX '70, the London International Packaging Exhibition is one of the largest and most important specialized fairs of its kind to be staged in Europe in 1970. The total U.K. packaging machinery market increased from $59.5 million in 1966, to $64.5 million in 1968. On total imports valued at $24.9 million in 1968, the U.S. captured approximately $6.6 million of the total. **U.S. Commercial Exhibition, PAKEX '70. London, England. June 22-26.**

Pulp and paper show in London projects $1.5 million in sales

Eighteen American firms drew 751 qualified buyers to event

Pulp and paper production instrumentation and controls were shown by 18 American firms in an exhibition at the U.S. Trade Center in London Apr. 6-10. At the end of the show, book orders totaled $65,000 and first year sales projections reached almost $1.5 million.

Three companies were seeking agents through contacts at the show, which drew 751 registered trade visitors. Avtron Manufacturing, Inc. of Cleveland is negotiating with several candidates for British representation; the firm, manufacturing pulse generators and length indicators, estimates $100,000 in first year sales.

A cross-licensing agreement was signed by M/K Systems, Inc., Marblehead, Mass., maker of laboratory digesters. The company also anticipates $70,000 in first year sales. The London show was M/K's first venture in exporting.

The third concern seeking representatives decided to do so after the exhibition had started.

PEERING AT A WEB GUIDER AND CONTROLLER, shown by Mount Hope Machinery Co., is a British buyer, far left. Mount Hope was one of 18 exhibitors at the London-U.S. Trade Center show staged during April.

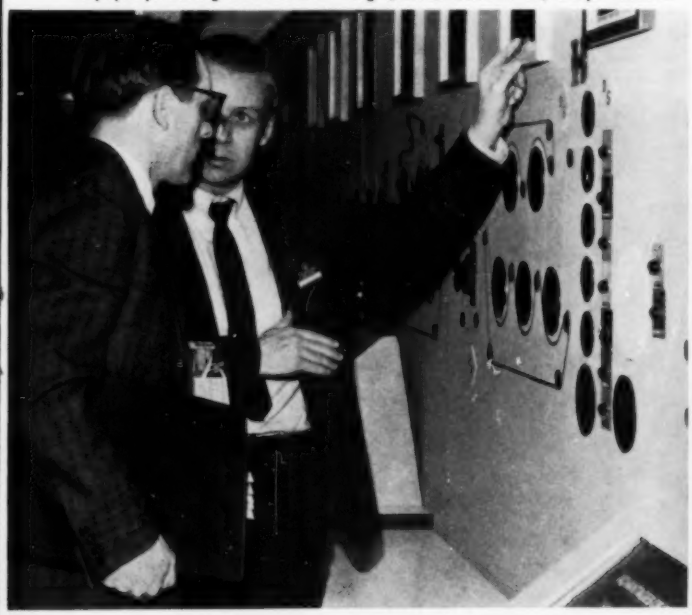
Reporting one of the highest figures for estimated first year orders was Electronic Automation Systems, Inc., Grand Island, N.Y., with $250,000. The company manufactures paper machines with sensing heads.

Each participating U.S. company reported full realization of its marketing goals as a result of the London event.

Other exhibitors in the U.S. Trade Center exhibition were: Atlas Chemical Industries, Inc., Wilmington, Del.; Anacon, Inc., Ashland, Mass.; Bolton-Emerson, Inc., Lawrence, Mass.; Clupak, Inc., New York; General Electric Co., Analytical Measurements Business Section, West Lynn, Mass.; Hunter Associates Laboratory, Fairfax, Va.; Hygrodynamics, Inc., Silver Spring, Md.

IRD Mechanalysis, Inc., Columbus, Ohio; The Johnson Export Corp., Three Rivers, Mich.; S.P. Kinney Engineers, Inc., Carnegie, Pa.; Moisture Register Co., Alhambra, Calif.; Mount Hope Machinery Co., Taunton, Mass.; Oakite Products, Inc., Berkeley Heights, N.J.; Thermaltech International Corp., Chesterland, Ohio; Wilbanks, Inc., Hillsboro, Ore.

DEPICTING ELECTRONIC AUTOMATION SYSTEMS' sensing and control instrumentation is a 28-foot backdrop, below left. EAS pictured its system applied to a paper producing machine. On the right, Dr. Otto J. Kallmes, vice-president of M/K Systems, Inc., explains his firm's Mini-Roll Laboratory Digester for converting wood to pulp to Dr. A. B. Trueman of the U.K. M/K signed a cross-licensing agreement at the exhibition and projects $70,000 in 12-month orders.



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U.S. pulp and paper processing, converting equipment will be featured in Milan

Potential buyers include 600 paper-paperboard mills, 120 straw paper mills, 41 chemical wood pulp mills and 29 mechanical pulp mills

Climbing sales, increased production demands, and rising labor costs are pushing the Italian paper industry toward greater automation and modernization in this new decade.

The United States is the leading supplier of process and production control instrumentation used by the Italian paper industry, and is Italy's second leading supplier of papermaking machinery and equipment.

To assist American manufacturers in maintaining and improving their sales position in this expanding Italian market, the U.S. Department of Commerce is sponsoring a pulp and paper processing and conversion equipment exhibition in the U.S. Trade Center in Milan, Oct. 13-17.

Italian paper production reached a record of 3.4 million tons last year, an increase of 100,000 tons over 1968, while investment in plant modernization, new facilities, automation equipment and control instrumentation reached an estimated $246 million in 1969, up 5% over the previous year's total. Estimates are that an additional $480 million will be invested during the 1970-1972 period as the industry expands further.

The potential investors include 600 paper and paperboard mills, 120 straw paper mills, 41 chemical wood pulp mills and 29 mechanical pulp mills.

Market research done for the Department's Bureau of International Commerce shows a demand in the Italian paper industry for American auxiliary equipment, process control instrumentation and chemicals.

The studies also indicate that the U.S. accounts for approximately 50% of total sales of process and production control instrumentation in the Italian market. In some cases there is little competition for the more sophisticated U.S. equipment.

The studies reveal especially strong sales potential for the following products:

Pulp and paper equipment—self-compensating and self-aligning joints, automatic stitchers and gluers, high speed paper cutters, automatic web guiding systems and coating and laminating equipment.

Process control instruments and equipment—including automatic tension controls, supervisory digital control systems, digital flow measurement apparatus, moisture basis weight systems, automatic mechanical counters, and moisture gaging and web profiles.

U.S. exhibitors in the Milan show will benefit from a vigorous market promotion campaign by Commerce, utilizing direct mail and personal calls as well as the trade and general news media to attract the largest possible audience of buyers and buying influences in the paper mill equipment field.

The Department has sponsored several overseas commercial exhibitions of U.S. paper industry equipment in Europe and the Far East. In May 1968, a similar exhibition of equipment for the paper industry also held at the U.S. Trade Center in Milan yielded confirmed first-year sales of nearly $1.4 million for 31 exhibitors.

Thirty-two exhibitors of pulp, paper and converting machinery at a March 1969 show at the U.S. Trade Center in Stockholm reported over $750,000 in floor sales and estimated 12-month sales of $2.4 million, while 23 participants in a papermaking, converting and bookbinding equipment show at the Center in Tokyo in December 1967 reported first-year sales of $3.6 million.

U.S. manufacturers of equipment used by the pulp and paper industry who are interested in the Commerce Department exhibition at the U.S. Trade Center in Milan, Oct. 13-17 may obtain an Exhibitors Export Market Guide, IMIS 70-20, and further information from Sam Spaulding, U.S. Department of Commerce, BIC 944, Washington, D.C. 20230 (202-967-3968) or from any of the Department's 42 Field Offices.

Public services exhibition and study sessions to meet in Padua this September

The third International Public Services Exhibition (SEP), and a 16-day study session are planned in Padua, Italy in September. Both events begin Sept. 25; the fair closes Sept. 29.

The show will feature equipment, plans and methods for organizing and managing in the following fields: public cleansing, air and water pollution, water, gas and electricity services, public lighting, municipal food services, rating and electoral services, highways and road maintenance and sign-posting equipment, and construction of schools and recreation facilities, and public health services.

Administrators and technicians will meet at the study sessions to discuss problems in areas covered by SEP.

Write: Secretary General, SEP 1970, Fiera Internazionale di Padova, Via N. Tommaseo 59, Padua 35100, Italy.

MILAN'S MAY 1968 EXHIBITION of equipment for the paper industry featured 31 exhibitors which reported $1.4 million in first year orders. Wilbanks, Inc., Hillsboro, Ore., below, displayed ceramic suction box covers at the '68 event. Wilbanks also exhibited in the April paper industry show in London.

Spanish importers are becoming more selective as new measures to limit demand growth take hold

Economy got off to a running start in 1970, with foreign trade leading the way; demand to continue strong for key imports

By A. DONALD BRAMANTE
Assistant Commercial Attache,
U.S. Embassy, Madrid

The Spanish import market is rapidly changing. Although American exporters can expect an improvement in total sales volume in 1970, the rate of growth should be lower than in 1968-1969. The most significant factor in this trade is the increased selectivity of the market brought about by government measures to dampen expanding demand components, a broader range of import substitution by Spanish industry, and a growing need for more highly engineered producer goods. As a result, American exporters must select market opportunities carefully to take advantage of changing conditions.

Important trends and developments in the past few months indicate the forces at work in the economy, particularly in the foreign sector. A basic move was the cabinet shift on Oct. 29, 1969 which resulted in a new team of Ministers in the economic sector and brought into key government positions men with a wide range of economic and industry experience. New leaders took over control of the important economic ministries of Finance, Industry, Commerce, and Agriculture. The new Government wasted no time in making quite clear that Spanish economic policy would develop under closer intragovernmental coordination with the Development Plan Commission as organizer and coordinator.

One of the principal concerns for the incoming officials, and a predominant problem in the Spanish economy, has been the deterioration in the current account of the balance of payments. Imports in 1969 increased by about 20% over the previous year and the upward trend continues into the first part of 1970. The trade deficit widened by 21% in 1969 aggravating chronic balance of payment difficulties. In response to the problem, the Government instituted a series of fiscal and monetary measures intended to regain economic balance and control the expansion pattern.

There are indications that these measures are beginning to take effect. Preliminary figures indicate that the Spanish economy took a running start into 1970 led by the performance of the foreign sector. From a record export value in the month of December 1969, Spain maintained its foreign sales in January and February 1970 at a level representing about 47% coverage of its imports in the same two months. Statistics also show a notable improvement in reserve levels during January and February, probably the result of the inflow of short-term capital.

Deposit required for imports

In one move to dampen the growth of demand, the Government imposed a 20% advance deposit requirement on the purchase value of all imports, the deposit to be held by the Government for 6 months with no interest accrual. Although sufficient trade statistics are not yet available to analyze results, trade sources feel that the measure, together with government efforts to stem total demand, could result in a diminished growth of imports compared with last year. The Government has announced that it intends to maintain the requirement in effect until the end of 1970.

Powerful import demand pressures, however, in support of the current expansionary phase will continue to create a market for certain key product categories. Basic materials in short domestic supply, such as petroleum, steel and coal, are unavoidable big ticket import items.

Although the improving performance of Spanish industry in output, productivity and range of products is producing more import substitutions in intermediate and manufactured goods, it is creating a new market for more highly engineered capital goods, process control equipment, and automated production machinery.

Spanish industry is already modifying the structure of Spanish exports, placing manufactured goods among the principal exports and diversifying export product categories. Shoe exports appear to have moved permanently into first place, replacing the traditional foodstuff trade. Food and agricultural products, which less than five years ago accounted for more than 50% of the total export value, now constitute about 30% of the total, being displaced by capital and consumer goods.

The agricultural sector has its impact on trade as well. The total value of agricultural output in 1969 rose by about 5.8% from the year before. One significant area, that of livestock production, increased by about 6.5%. As a result, in order to meet the expanding domestic demand for feed grains, Spain will continue to rely on imports. However, as domestic production switches to feed grains and away from the over-supplied wheat market, there should be a softening of demand in the long term for these products which now form a major item in American exports to Spain. In the short run, the sale by the Spanish Government of large quantities of barley and wheat to the domestic mixed feed industry could have an adverse impact on the U.S. grain trade.

An unknown factor for change will be the impact on Spain's trading pattern of its preferential agreement with the Common Market, which may enter into force in late 1970 or early 1971. Spain's trade with the six countries of the Common Market already accounts for about one-third of its total foreign commerce in both exports and imports. Although the details are not yet available, the agreement is expected to affect a major portion of the value of this trade in which Common Market exporters will acquire preferences over a six-year period of about 25% to 30% in important industrial product groups.

During the past year, according to Spanish data, Spain continued to use the United States as its principal supplier buying some $728 million worth of goods, an increase of 23% above the $590 million figure for 1968. While Spain's total imports probably will grow less rapidly in 1970 than the 20% increase registered in 1969, there should be at least a moderate increase in purchases from abroad. Thus, there will be opportunity for continued growth in U.S. sales to Spain. However, to maintain their share of the growing Spanish market, American exporters must stay exceptionally alert, aggressive, and prepared to take advantage of each new opportunity.

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Yugoslavia at full steam

Impressive economic gains are recorded but price rises prompt concern about overheating

The Yugoslav economy at the end of 1969 continued to confront the inherent advantages and disadvantages of boom conditions which first appeared during 1968. The semi-annual Economic Trends Report from the U.S. Embassy in Belgrade points out that industrial production increased at an 11% annual rate in 1969 (double the increase registered in 1968) with particularly impressive advances in electric power, metal working, chemicals, electrical manufacturing, and steel. Gains in industrial output have been accompanied by a continuing and impressive rise in worker productivity, which now stands 7% above 1968. Workers nominal incomes increased by 15% over 1968 levels and 6% in real wage terms.

Yugoslavia also hopes to stimulate industrial efficiencies through industrial cooperation and joint investment agreements with Western firms. A substantial and growing number of such arrangements are in effect. In a recent step to further encourage foreign investment the Yugoslav Government has passed legislation permitting foreign investors to utilize at least 33% of the convertible currency earnings from the joint investment for profit repatriation and/or amortization. Steps to ease the compulsory re-investment requirement for foreign investors and broaden investment opportunities in the free trade zones are also being discussed.

In recent months Yugoslavia has further intensified ties with the international banking and financial community. A major step for assisting joint investments in Yugoslavia was the creation in 1969 of the International Investment Corporation for Yugoslavia. This consortium, sponsored by the International Finance Corporation (IFC) and headquartered in London, is comprised of leading U.S., Western European, Japanese, and Yugoslav banks. It offers commercial banking services to investors in Yugoslavia and acts as a clearinghouse for bringing foreign firms together with prospective Yugoslav partners.

The IFC also has made an $8 million equity investment in the leading Yugoslav automobile manufacturer, as part of an expansion program in which Yugoslav banks and a foreign industry are also investing.

The World Bank continues to be active in financing Yugoslav projects. The more recent loans have been extended for modernization of telecommunications ($40 million) and highway construction ($30 million). Loans for industrial expansion, railroad construction and tourist infrastructure on the South Adriatic coast are pending. Total IBRD participation in Yugoslavia as of Mar. 1, 1970 totaled $427.6 million. These credits offer opportunities for bidding by U.S. firms on the related projects. They also demonstrate continuing confidence by the IBRD in the growth potential of the Yugoslav economy.

Close economic cooperation

Also of longer term significance to the United States, including commercial firms and banks, is the continuing close cooperation between Yugoslavia and international economic institutions such as OECD, GATT, International Monetary Fund and the UN Economic Commission for Europe. Moreover, Yugoslavia signed on Mar. 19 a new agreement with the European Economic Community on a new three-year trade arrangement. This supersedes previous bilateral arrangements and establishes a new trade framework based on MFN non-preferential principles. These economic ties should facilitate closer working relations between Western and Yugoslav firms.

The cumulative effect of these growing international links and Yugoslav investment incentives has been to ease greatly approaches by American business to the Yugoslav goods and investment market. Knowledgeable Yugoslavs believe that despite 1969's disappointing trade performance, the time is ripe for a substantial increase in U.S.-Yugoslav commercial-financial relations. The mutual interest in developing these links was highlighted during the December 1969 visit of Commerce Secretary Stans, when concrete steps were discussed with officials in the highest levels of the Yugoslav Government.

A negative indication for American suppliers is 1969's structural shift in import growth from equipment, a field where American firms have traditionally done rather well, to raw materials and semi-manufactures, where the U.S. market share has usually been low. There has also been a leveling off of investments in industry and mining. A continuation of these trends, combined with the hoped-for reduction in import demand through liquidity measures, could result in a lagging U.S. export growth rate again in 1970. These problems are compounded by the growing competition from German, Italian and British suppliers.

As in the past, U.S. suppliers will find their best sales opportunities in the export industries, which, under Yugoslav regulations, receive preferential treatment in foreign exchange availability.

The Yugoslav-EEC agreement permitting increased access for Yugoslav beef to the Italian and other West European markets, plus the increasing influx of foreign visitors, are expected to provide the stimulus for expansion and modernization of Yugoslav food processing. Best prospects appear to lie in complete equipment lines which combine meat processing, deep freezing, weighing, packaging, and labeling.

Air conditioning, while meshing neatly with Yugoslavia's tourist boom and food processing needs, is also being increasingly accepted as a highly desirable feature in homes, offices, and factories. Commercial refrigeration, both as an element of the meat packing picture and in commercial deep freezing, plays a significant role in Yugoslavia's export and modernization goals. Promising market opportunities have been uncovered for truck refrigeration and complete lines of equipment to freeze dinners (for home and institutional use), juices, and vegetables.

Mining machinery and related equipment, already a strong suit for American

Rising world market

Yugoslavia's rise as a world import market, and its appetite for the most modern equipment, technology, and know-how, combine to offer American suppliers good present and future sales potential. The Yugoslav drive toward modernization and export-competitiveness continues to generate substantial sales opportunities, not only from individual enterprises, but also for extensive macro-projects, such as road construction, regional tourist expansion, and modernization of telecommunications.

suppliers, should provide increasingly good sales opportunities as mineral-rich Yugoslavia steps up the exploitation and exploration of new deposits. Particular interest has been shown in American participation in the mining and processing of nickel, antimony, aluminum and manganese.

The clear-cut trend toward higher real incomes and living standards has manifested itself in increased demand for consumer goods and convenience items, such as automobile maintenance and repair equipment, vending machines, laundromats, supermarkets, and many of the other accoutrements of an increasingly affluent, consumer-oriented society.

There has been a steady process of integration and mergers among Yugoslav firms in recent years—over 2,000 during 1965-1968. One of the purposes of the 1965 economic reform was to develop a competitive market environment where only the efficient producers would succeed. Yugoslav businessmen are learning the value of modernization, production of scale, efficient management, and market research. As a result, Yugoslavs have a high interest in greatly expanding their use of market and management consultants from the United States, which has a strong reputation in these fields.

CONSTRUCTION OF TOURIST FACILITIES is proceeding at an accelerating pace, presenting a wide range of sales opportunities. Opatija is an established tourist center on the northern Adriatic coast of Yugoslavia.

Investments also boom

Boom conditions also apply to capital investments, which established an increase of 16% in 1969. As in the recent past, the bulk of such investments are being undertaken by the increasingly prosperous and aggressive commercial banks. Particularly large investment increases are occurring in tourism, transportation, construction, and agriculture. Surprisingly, despite the substantial total increase in investments, those in industry and mining remained at 1968 levels.

Substantial increases were also noted in the growth of consumer credits, short-term industrial credits, savings deposits, money supply.

Hyperactive economic conditions are also reflected in steady and substantial rises in living costs and factory prices. The overall cost of living, led by increases in rent, food, and clothing costs, rose by an overall 8% during 1969. Figures for December 1969 and January 1970 indicate that living costs at the close of the year were accelerating at a 13-14% rate. Similarly, factory prices, which showed an overall increase of 3% for 1969, have recently quickened to a 6-7% rate of increase, a worrisome situation for the export-minded Yugoslavs.

Concern over soaring prices and other signs of overheating have prompted speculation about new economic measures to dampen inflationary forces and achieve a more tempered growth rate.

The strong increases in production and investments, combined with already existing credit restrictions, have created a liquidity problem for the domestic economy. Some enterprises, faced with credit restrictions, have neglected debts to domestic suppliers, thus creating a cycle of unpaid debts and lack of operating funds. A number of liquidity measures have recently been passed to combat the situation and it is expected that these measures will have a major structural impact as they begin to take effect. The Government faces a difficult balance in monetary policy in order to assure sufficient credit for productive growth while restraining excessive inflation, and has developed a series of liquidity measures for phased implementation during 1970 which are designed to stabilize a slightly slower growth rate, with preference for export industries.

Exports, imports show advances

Although exports grew at a high rate, the Yugoslav trade deficit increased to $660 million, or $127 million more than in 1968. During the year exports grew by 17% to $1.475 billion while imports rose by 19% to $2.135 billion.

As has been the case for several years, the largest trade deficit was seen with the convertible area, where an imbalance of $570 million (or 86% of the total deficit) occurred. The convertible area continues to account for two thirds of Yugoslavia's total foreign trade, with the EEC accounting for 36% and EFTA 15%.

Trade with the CEMA nations continues to decrease and during 1969 accounted for only 27% of Yugoslavia's total trade, a new annual low. Yugoslavia continues to run trade deficits with CEMA (1969—$56 million), largely as a result of efforts to reduce its large existing clearing account credit balances (end 1969 about $52 million).

Export performance reflects strong advances (19%) in sales of industrial goods, especially ferrous and nonferrous metals, electrical machinery, and shipbuilding. Clothing and furniture exports also registered good gains. Yugoslavs were also heartened by an increase of 8% in sales of agricultural products, a remarkable turn-around from the previous year, when a 21% decrease took place. Export declines in field crops, particularly corn, prunes, and tobacco, were more than compensated for by strong gains in sales of livestock and processed meats. Although Yugoslav food exports are still well below pre-1968 levels, the recent 3-

XUM

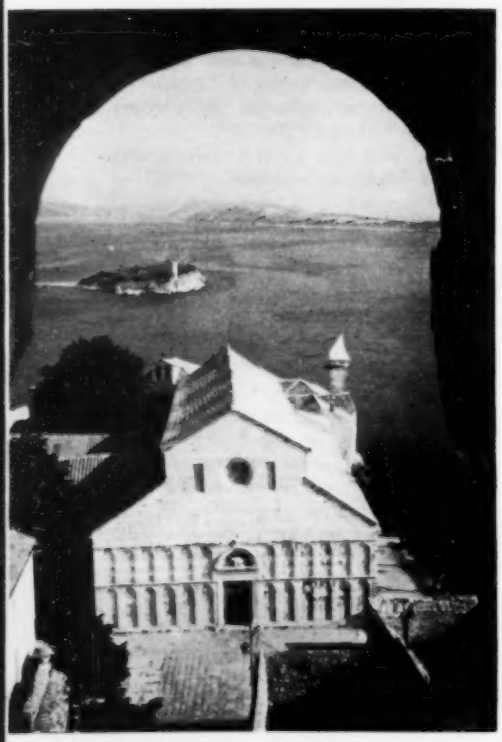
year non-preferential agreement with the EEC on beef is expected to make a substantial contribution to this key sector in 1970.

On the import side, purchases of materials for re-manufacture grew to $1.28 billion, 25% over last year. Within this field particularly strong increases were registered in imports of synthetic and artificial textiles and fibers. Equipment imports ($480 million) continued to grow but, with a surprisingly modest increase of 6%, seem to be slackening after the rapid annual rises in recent years. Particularly large increases were noted in imports of machinery for the construction, power, and metal working industry. Consumer goods imports rebounded from a decline in 1968 to an all-time high of $376 million.

Despite the substantial 1969 trade deficit, no new import restrictions are foreseen for 1970. However, the previously mentioned liquidity and stabilization measures are expected to slow the import growth rate and permit some reduction in the 1970 trade imbalance.

In 1969 Yugoslavia registered its first-ever trade surplus with the United States on imports of $92.5 million and exports of $93.5 million. American suppliers, in registering a sales increase of only 3%, clearly failed to keep pace with Yugoslavia's overall 19% import growth rate. As a result the United States slipped to fifth place among Yugoslavia's trading partners (behind West Germany, Italy, the USSR, and the United Kingdom) and the U.S. share of total trade fell from 6% in 1968 to 5.2%. Yugoslavia's 5% growth in exports to the United States is largely attributable to large gains in exports of wooden furniture and lead, which more than offset a decline in canned meat sales.

THE ISLAND OF RAB is in the vicinity of Rijeka on the northern Adriatic coast of Yugoslavia.



On the U.S. side, exports of oilseeds, computers, electronic calculators, and automated machinery showed substantial increases, while sales of machinery for the chemical industry and coking coal sagged appreciably.

Despite the substantial trade imbalance, record invisible earnings permitted Yugoslavia to achieve close to a balanced current account with convertible countries. Nineteen-sixty-nine was a boom year for tourism, with total net foreign exchange receipts from tourism estimated at $240 million. Hard currency remittances from emigrants and Yugoslav guest workers in other countries totaled approximately another $200 million, much more than previously anticipated. Transportation and other invisibles added about $100 million more. The $109 million deficit with the convertible area is a clear improvement over the $124 million gap in 1968. Including the non-convertible area the current account deficit was $119 million compared to $109 million in 1968.

According to IMF statistics, National Bank reserves in December 1969 reached a new high of $254 million, or $122 million more than in the same month of 1968. Despite heavy debt burdens, Yugoslavia maintains an excellent credit standing with international financial and banking institutions.

Strong growth in both tourist receipts and emigrant and worker remittances is projected to continue in 1970; thus, it appears likely that invisible earnings will continue to cover at least the major part of convertible area trade deficits.

Nineteen-hundred-sixty-nine figures indicate that the post-reform trend toward steadily increasing non-agricultural unemployment may have been halted, and possibly reversed. Socialized sector employment increased by 4% while the average unemployment rate in this sector (which includes all industries, but excludes most agriculture) remained constant at the 8.3% of registered workers, same as in 1968. Also this overall 1969 unemployment figure does not reveal the distinct improvement registered during the last quarter of the year as compared to 1968. As a percentage of the estimated total work force, the registered jobless represent about 3-4%.

As of December 1969 the lists of unemployed contained an increasingly large proportion of women (45%) and first-time jobseekers, mainly from the "unskilled" category.

Unemployment problems have unquestionably been eased by the striking growth in Yugoslavs employed as "guest workers" in Western countries. At present it is estimated that over 500,000 Yugoslavs are employed in this manner.

Good year for agriculture

Last year was an outstanding one for Yugoslavia's agriculture and there are indications of even greater success in 1970. Excellent weather conditions prevailing throughout the country for most of 1969 contributed to a field crop production up 12% over the previous year. The wheat crop totaled 4.88 million MT, an all-time record, while the important corn harvest of 7.79 million tons (up 14%), was sufficient for domestic requirements and permitted increased exports. Other crops showing marked increases were sunflower-seeds, sugar beets, potatoes, grapes, fruits and vegetables.

Despite lower livestock numbers resulting from weaker prices and export difficulties in 1968, farm meat production and exports held up fairly well during the year. This was due largely to renewed foreign demand, especially by Italy, but this, in turn, resulted in other severe meat shortages on the home front. The EEC agreement and the proposed establishment of a livestock marketing-coordinating board are both expected to benefit the livestock industry and its exports.

Tourists on the way

Construction of hotels and other tourist facilities is proceeding at an accelerating rate, providing makers of climate control, institutional cooking and laundry, hotel maintenance, and catering equipment with first-rate opportunities. Interest is also extremely high in contacting American tourist consulting firms and in attracting American investment to participate in tourist macro-development projects. It also appears likely that steep increases in the domestic air fleet and passenger traffic (44% in 1969) will create new demands for airport technical, ground maintenance, and passenger service equipment.

Growth and stability continue to characterize Thailand's economy despite large trade deficit in 1969

Real GNP climbed by 8% in 1969; price rises averaged only 3% and the baht remains one of the world's stable currencies

Thailand has built a record of substantial economic growth and development, and of economic stability, notes the semi-annual Economic Trends Report from the U.S. Embassy in Bangkok, especially when measured in terms of progress made by other nations in the Southeast Asia region. Its leaders are determined that this record shall be continued, and there would appear to be no reason why they cannot or will not be successful in that objective. So doing, however, will be no simple process. Political and economic change in surrounding countries and continuing Communist-inspired and backed subversion and insurgency in nearby countries and at home face Thailand with difficult problems and decisions. Congressional and public discussions relative to the future role of the United States in Southeast Asia also have caused concern among Thai leaders.

These and other considerations have given added urgency to increased self-reliance and stimulated growing interest in regional cooperation. Increasing demands are being made for the resources to provide added muscle for defense and security while all agree the momentum toward development must not be allowed to slacken. If these demands are to be met the budget must continue to be increased rapidly, as must revenues. The Government is facing up to structural changes that are required in the economy and these, including strengthening of the agricultural sector and stimulation of exports, apparently are being taken into account in Thailand's third economic development plan (1972-1976) which is now being prepared. All in all, Thailand is in a period of adjustment.

Adapting to new conditions

Economic and political stability, a sound currency and overall financial position, and demonstrated economic growth should continue to make Thailand an attractive market and climate for foreign investment. Some changes, including new measures and legislation by the Government, however, are taking place as moves are made to strengthen the nation's self-reliance and ability to cope with the shifting conditions of the domestic and external environment. These can have a practical meaning for businessmen and investors and should be carefully watched and taken into account.

Some U.S. exporters, however, may face greater difficulties in expanding their sales in Thailand this year as a result of the Royal Thai Government's increasing concern with the nation's persistent trade imbalance. Thus far this has been mainly focused on its huge trade deficit with Japan and government officials have indicated that any restrictive measures found necessary would affect product categories with greatest impact on Japanese sales. Nevertheless, should any form of selective import restrictions be imposed, if only on certain "luxury" goods, U.S. sales would also suffer in these categories. However, unless the Thai Government cuts consumer-type imports quite extensively, the demand for many brand name American consumer products should remain good.

Big projects up for bids

If the United States is to retain and enlarge its more than $200 million market in Thailand in 1970, in the face of possible import restrictions and keen price and financing competition from third countries, it is even more important that American suppliers win a larger share of the big industrial and infrastructure projects.

Construction continues to be a leading sector of the economy, both private and public, with solid sales opportunities for U.S. construction and industrial equipment, as well as equipment for new office buildings and shopping centers. Thailand's industry showing the greatest growth in 1969 in terms of investment promotion licenses issued was textiles. Most of the firms involved have Japanese, Chinese, or other foreign investment participation, but American manufacturers of textile machinery should also be able to gain a share in this expanding market.

To take advantage of Thailand's great interest in agri-business and in improving its dominent agricultural sector generally, the U.S. Trade Center in Bangkok will stress agriculture as a theme during the year, both in Bangkok and in touring exhibitions up-country. Agricultural equipment and food processing equipment are two machinery categories scheduled as exhibitions. Office machinery and equipment, also a promising field for increasing U.S. sales in Thailand, will be exhibited at the U.S. Trade Center in June.

A change in requirements with respect to visas effective Jan. 1, 1970, necessitates all Americans entering Thailand, other than those in transient status staying for no more than 15 days, to hold a valid visa. Moreover, the only type which may be extended for longer than 30 days is a "non-immigrant" visa. Changes in laws and regulations which may result in more lenient stay privileges for businessmen are currently under consideration by the Thai Government. As yet, however, with the exception of persons enjoying some special status and those who have been successful in obtaining regular residence permits normally available only to those coming within Thailand's 200 person annual immigration quota, stays typically are limited to a maximum of 60 to 90 days after which it is necessary to leave and re-enter the country.

Other relevant changes

Several other changes made or contemplated similarly are of potential interest to businessmen contemplating locating or investing in Thailand. Currently U.S. citizens cannot purchase land in Thailand since the Thai land code prohibits aliens buying land in the country unless that right is specifically established by treaty. The one exception seems to be in the case of firms awarded promoted industry status by the Board of Investment.

New legislation requiring aliens to obtain work permits and to obtain permits to operate a business in the country is being studied, and may be enacted during 1970. Legislation authorizing the formation of "labor organizations" also is being studied. Currently Thai labor is not unionized. The law contemplated reportedly will not authorize the formation of unions but will permit organization of workers and, if successful, probably will comprise a first step eventually leading to the re-establishment of labor unions.

The existence of a foreign trade deficit in a developing economy is not unusual and has been true in the case of Thailand for some time. The remarkable size of

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countervailing earnings in the services and capital portions of the Thai balance of payments have screened it until very recently. However, the trade gap has reached a magnitude in excess of income from these sources, and is viewed by the Thai Government with real concern. The value of Thai imports has exceeded exports by over a half billion dollars in each of the past two years—$501 million in 1968 and $533 million (preliminary estimate) in 1969.

Export showing improved

The 8.8% increase in exports compared to 7.8% rise in imports in 1969 was a substantial improvement over the previous year when exports had actually decreased 3.5% while imports had grown by 9.3%. But even with the serious efforts being made to spur export sales, a substantial trade deficit seems destined to be a feature of the Thai economic situation for some time to come. And it seems likely that the Thai Government's efforts to keep it under control will be reflected to an increasing extent in both its foreign and domestic actions and policies. Restrictions and controls on imports are being urged by some Thai officials, exports are being pushed, and trade agreements signed during recent months with the USSR, Bulgaria, and Rumania were at least partially motivated by the desire to develop new markets.

Thailand's need to rely very heavily on export of primary products for its export earnings poses for it the usual problems of uncertain world market conditions. Furthermore, such agricultural products as rice, corn, jute and kenaf, and tapioca —which are important exports—are subject to the vagaries of weather and other hazards of nature which are all too familiar to farmers. However, in 1969 conditions favored certain of these key export earners, and they may do so again in 1970.

Tin exports remained at the 1968 level of 24,000 metric tons but higher prices boosted income from this sale to $81 million in 1969—11% more than the $73 million realized in 1968. Prospects for 1970 are moderately good with prices continuing in the high range and tin miners working at full swing to take advantage of the favorable market.

Rice output increased

Rice production in 1969, estimated at a little over 13.4 million tons of paddy, was up 1.0 million tons over 1968—largely due to more favorable weather. Export volume was officially described as being satisfactory, though, at 1,030,000 metric tons compared to 1,068,000 tons in 1968, it was less than had been hoped for, as was the $145 million realized 1968. Rice is by far Thailand's most important export (comprises around one-third of the total) and seems destined to continue so for the foreseeable future. Accordingly, the existing "buyers market" in it, and prospects of even keener competition for what appears to be shrinking rice export market opportunities, are matters claiming serious attention by the Thai Government. It is actively seeking new and larger markets, claims some success in this connection, and points to a competitive advantage in the form of lower transportation costs to Southeast Asia and some other markets.

PREFABRICATED STEEL FROM HOUSTON was used by A & S Steel Buildings, Inc. to construct this grain storage terminal in Thailand. The Thais are looking for agricultural equipment to help improve output.

Promise of higher yields

Higher yielding varieties developed by Thai researchers are expected to be distributed in small quantity to growers in 1970. Multiplication of this seed to enable making it available to farmers on a large scale will require time. And its productive potential will necessitate increased use of fertilizers, improved water management, and possibly other innovations by producers. However, it holds the promise of raising Thailand's rice yields and increasing its total output within the time framework of a few years.

Rubber exports in 1969 totaled 274,000 tons valued at $125 million—a record high, and a 37% increase over the $91 million earned from the 252,000 tons sold overseas in 1968. The U.S. decision announced in March to substantially revise the level of its strategic stockpiles of various commodities, including rubber, and to dispose of quantities excess to the new, lower targets has added a note of uncertainty to the 1970 rubber outlook. Aside from the probably minimal effect the carefully scheduled releases of additional quantities might have, the psychological impact could dampen prices at least temporarily.

Corn again contributed impressively to export earnings in 1969. The 1.6 million tons sold was about 9% more than in 1968 and prices received were more favorable. The result was $88 million in income from this source compared to $75 million a year earlier—a 17% increase. Corn, a fairly recent addition to the list of major crops, has rapidly become one of the bright spots in Thailand's kit of exports. It ranks third behind rice and rubber, and prospects that the upward trend in the country's earnings from this source will continue seem promising.

Jute and kenaf are significant contribu-

tors to Thailand's export earnings albeit somewhat inconsistent performers. Thai Government officials express optimism about the market outlook for 1970, especially for good quality lots, particularly because of low production in Pakistan last year. They hope that the tendency for synthetic materials to replace jute in gunny bag manufacturing will be counterbalanced by its increased use for carpets.

Some new industries should be able to contribute to Thailand's exports soon. Two new nylon plants are expected to go into production in 1970. These are a part of Thailand's expanding textile industry which is mainly aimed at meeting domestic needs. However, their indicated total capacity exceeds current needs and exports may follow. Establishment of a livestock industry with a potential to export is attracting increasing interest, although comments to the effect that Thailand will be in position to expert a substantial quantity of meat or livestock as early as 1971 seem optimistic. Other potential contributors may emerge such as minerals, where extensive surveying is under way, and petroleum. The long awaited legislation establishing the ground rules for petroleum exploitation should be passed and enacted by the middle of the year, and once these are known the six oil companies holding concessions for offshore exploration in the Gulf of Thailand expect to begin drilling.

Foreign exchange position good

The trade deficit resulted in a drawdown in Thailand's foreign exchange reserves from about $896 million at the end of 1968 to $850 million at the end of 1969. However, this is equivalent to about eight months of imports at the current rate —a very comfortable level. Expectation of a continuing trade deficit not offset by income from other sectors has given rise to predictions of a further $250 million to $300 million decline in foreign exchange reserves during the next five or six years. Such an eventuality would still leave them at a comfortable level, but below the $650 million mark which has been indicated as the minimum level which the Government would find politically acceptable. The Government is determined to prevent a more serious problem from developing in this area. While commodity exports are a cause for concern, there are definite bright spots in other foreign income sectors.

Tourism continues to be a growing source of income for Thailand and there seems to be every reason to expect that the rapid increase which has been taking place will be maintained. An estimated 434,000 tourists—20% more than in 1968—visited the country last year, leaving behind them some $50 million in foreign exchange spent for goods and services. Spending by U.S. troops visiting on R and R leave contributed an estimated $20 million additional to the Thai economy, raising the total to around $70 million—very close to the earnings Thailand gets from its exports of tin. The Bangkok airport facilities are now being improved and expanded and construction of new hotels is continuing in anticipation of increased tourist traffic. The advent of jumbo jet service, probably this year, is expected to further stimulate tourist flow.

Long term capital inflow into the economy should continue on the positive side, bringing in a substantial amount of money from abroad, although less than the services sector. The firms issued industrial promotion certificates by the Board of Investment in 1969 reported their planned input at $195 million—34% above the comparable total reported in 1968. A considerable portion of this comes from abroad, although exact figures are not yet available. In any case, this is not the complete picture since much foreign investment takes place without the benefit of promotion privileges. According to the Embassy's best estimate, U.S. private investment has nearly tripled since 1966, and is believed to be in the neighborhood of $125 million. Japanese investment is growing rapidly and almost certainly exceeds this level.

Thailand's national budget for FY 70 (fiscal year commenced Oct. 1, 1969) was approved by the parliament in February 1970 after lengthy review and discussion. The B27.3 billion ($1.3 billion) total is 14% higher than was budgeted in 1968—unchanged from the amount proposed several months earlier. Certain key activities received more, with the increased allocations for defense and police purposes (30% and 20% respectively) being the largest, reflecting the Government's concern over national security. Revenues are predicted to be around B20 billion leaving a B7 billion budget deficit. Actual expenditures and revenues, however, are likely to be lower, and a final deficit of around B5 billion is expected. As in the past, the deficit will be financed mainly through non-inflationary means.

Increased interest rates

Higher interest rates and tight money in the international financial centers caused the Bank of Thailand (BOT) to take measures to prevent the outward flow of funds. The Bank's lending rate was raised from 7% to 11% and the buying and selling rates for U.S. dollars were moved up from B20.72 to B20.87½ and B20.77 to B20.90 respectively. More on its own initiative, the BOT took steps to bring government financing rates more in line with prevailing commercial rates by increasing interest on treasury bills from 3% or 4% to near 7%. Reserve ratios for commercial banks were raised from 6% to 7% and the ratio of maximum individual loans to capital funds were lowered from 40% to 30%.

In the private sector, the money market became a reality with the establishment of a number of new institutions which deal in bankers acceptances and commercial paper. This action has brought a significant change in the local financial scene and means that short-term funds, which previously could find few investment outlets, may now be invested in the domestic money market for meaningful returns.

New sales high

Through the third quarter of 1969, the U.S. share of Thailand's imports held up to the 1968 level of about 19%. Preliminary figures for the whole year show a new high in Thailand's imports ($1,249 billion) and should show a new high in U.S. sales as well. Leading product lines contributing to this strong sales performance were construction and transportation machinery, capital equipment for new industries, and tobacco and cotton.

Supplies are needed

Some major government awards pending are for diesel locomotives, electricity generating equipment, airport expansion and development, port expansion and, perhaps by next year, selection of the supplier for a nuclear power plant. Major studies of metropolitan Bangkok's problems in such areas as traffic, water and sewage are now underway or will be soon, with major expenditures to follow. Early attention to the developing projects by potential suppliers of both goods and services could yield significant results.

U.S. exporters must win a larger share of big industrial and infrastructure projects if the U.S. is to expand its share of the Thailand import market.

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Exports lead Dutch boom

Netherlands imported over $1 billion worth of goods and services from the U.S. in 1969

Dutch industrial production (real) increased about 12% in 1969, compared to 11% in 1968 according to the semi-annual Economic Trends Report from the U.S. Embassy in The Hague. Export orders, which already accounted for over one-third of turnover, contributed nearly half the increase, and important export industries such as the metal working, shipbuilding, food and allied luxury articles and chemical industries benefited accordingly. The greatest growth occurred in oil refining (31.4%), natural gas production (28.2%), and public utilities (20.4%). The only sector to experience a major decline was coke and coal tar distillation, where phasing out of domestic coal production, problems of supply, and structural change (e.g. natural gas consumption) were responsible.

Dutch imports from the United States grew 5% in 1969 to a $1,067 million total. Dutch exports to the United States only rose 3% to a $448 million total, so that the balance of trade remained heavily in the U.S. favor. With cost-push inflation and full capacity in the Netherlands, plus higher German prices, there are excellent prospects for continued growth in 1970. In 1969, a few of the fastest growing items among the total aggregate of specialized, advanced machinery which constitutes the staple of U.S. non-agricultural exports to the Netherlands were telecommunications equipment, agricultural machinery, metal working machines, power tools and gears, printing and bookbinding equipment, food servicing equipment, and office machines, equipment and supplies.

UTILIZING EVERY INCH OF SPACE, these cattle in the Netherlands graze right up to the edge of a shipyard. Dutch shipbuilding industry, eighth largest in the world, continues to suffer heavy losses.

The rising concern with pollution will provide the focus for two trade fairs this spring: AQUATECH for water treatment and handling equipment, and ENPRODEX for electrical, power generating, air and water purification, industrial maintenance, and servicing equipment. The market for pollution control devices is still largely untested, but there is abundant evidence of rising public concern and Dutch manufacturers are preparing for the consequences.

The market for instruments in the Netherlands is expanding as the Dutch economy becomes increasingly technologically oriented, particularly with the growth of the petro-chemical industry, the increasing sophistication of medical instrumentation, and continued expansion and improvement in educational and government laboratories and industrial research establishments. In 1970, the Dutch Government's outlay for scientific research will climb by about 10% to $308 million, while research and development by private industry is expected to reach $420 million.

In 1970, U.S. exports of the more sophisticated process control equipment for the petroleum and chemical industries, along with instrumentation for the growing automation of Dutch industry would appear to have good prospects. The Department of Commerce has contracted for a market research survey on the market for instrumentation which, when completed late this spring, should pinpoint specific markets.

The rapid expansion of the Dutch chemical industry fostered growth in U.S. exports of chemicals, especially organic compounds. Similarly, synthetic plastic materials are an increasingly important industrial raw material offering good prospects for U.S. exporters in 1970.

If last year is any indication, the increase in business investment will probably exceed the modest 4% projected by Government forecasters, but even if investment in new equipment grows only half as fast as in 1969, Dutch businessmen will spend $500 million on new equipment in 1970. Since most industries are approaching the limits of their present capacity, delivery time will be an important consideration in businessmen's decisions.

In 1969 Dutch agricultural imports from the United States declined 4% despite a 16% increase in total Dutch agricultural imports. Oilseed imports from the United States totaled $103 million, or 29% of the $355 million total. Corn imports dropped sharply as Dutch farmers turned to EEC surplus feed wheat. Improved prospects in 1970 may develop for corn since feed wheat stocks are no longer so plentiful. American agricultural exports continue to be affected adversely by EEC price supports and there is no short-term prospect for relief. Barring agreement on the proposed EEC tax on fats and oils, there remain good export prospects for oilseeds, especially soybeans.

Opportunities for franchising

Franchising offers prospects for American participation in the trend toward consolidation at the retail level. American auto rental and motel franchise systems are well-established and local chains of dry cleaning, cafeteria and similar establishments are growing. The Dutch consumer is already accustomed to "carrying-out" his supper and eating herring on the sidewalk, but lack of space would probably necessitate some adaptation of the American "drive-in." Home delivery is popular and widespread and also offers prospects for franchising or chain establishments.

The Central Planning Agency expects a 5% (real) increase in production in 1970. Evidence that lack of surplus capacity (including the labor shortage) must eventually limit growth is found in the CBS Monthly Industrial Situation Test, considered representative of 70% of Dutch industry, but excluding food and allied products. In both December and February, average daily production increased, but between those two periods 5% fewer industries reported a larger than normal number of new orders re-

ceived, whereas the number reporting a larger than normal order position increased 5%. The decline occurred almost entirely in new orders from overseas, and may also be an early sign of falling foreign demand.

Performance was mixed

The year 1969 was a mixed, but on balance profitable, one for Dutch agriculture and horticulture. Despite 14,000 fewer agriculturalists, volume increased 2.5%. The 10-11% rise in value reflects a 7-8% average price increase. Over three-fourths of the $3.4 billion total production was exported, and while the share of agricultural exports in total exports declined to 26.1%, the export of Dutch-origin agricultural products increased about 15%. Sales of frozen chickens, especially to Germany and the Soviet Union, expanded substantially and canned hams remained the largest single foreign exchange earner.

Most of the hot money which suddenly appeared in September soon left so that by mid-November, first-class industrial money yielded 9%. Private fixed investment was 7.5% higher than in the previous year, with most of the increase coming in the last half of the year. It was concentrated in equipment (up 12%) and induced by high 1968 profit levels, temporarily increased liquidity, and higher rates of capacity utilization. Investment in buildings had been very high in 1968, but leveled off in 1969, in part because of a 10% increase in construction costs. Government forecasters expect credit rationing and high interest rates to hold new business investment to a 4% increase in volume in 1970. Dutch interest rates should, however, gradually respond to lower rates in New York.

Dutch investors continued to move from portfolio to direct investments abroad. Investments in foreign securities declined 8.5%, whereas new direct investment overseas exceeded foreign investment in the Netherlands by some 258%. Barring a spectacular recovery of the American stock market and given probable continued high Dutch interest rates, this trend should continue in 1970. Total Dutch investment in the United States now stands at $1.75 billion, and is exceeded only by that from Canada and the United Kingdom.

In 1969 the volume of Dutch exports rose by 17% and the value by 20% (18% if exports of vessels and aircraft are excluded). These unprecedented increases exceeded the 14% increase in world trade, pushed Dutch industry to full capacity, and contributed to the equally spectacular 18% increase in imports. The value of Dutch imports rose slightly more than that of Dutch exports. The high import content of Dutch exports cuts short the windfall bestowed by the German revaluation and the effect of greater inflation elsewhere, particularly in the United States.

In the fourth quarter of 1969, the export cover dropped three points to 88%, below the 90.7% average for the year; it rose to 90% in January 1970 and fell back to 87% in February. Lack of surplus capacity, cost-push inflation and reduced demand abroad are expected to limit export growth to between 10 and 13% in 1970. The Central Planning Agency attributes a large part of the 1969 import growth to stockpiling (particularly associated with the DM revaluation) and thus forecasts a more modest 7.5% growth in imports in 1970. The greatest expansion of exports occurred in the chemical and electro-technical industries, oil refining and natural gas. The metallurgical, paper and textile sectors grew moderately.

FLOW OF TRAFFIC on roads and waterways is being facilitated by steady improvement in transportation and shipping facilities. The Maas Bridge at Wessem carries traffic around the town of Roermond.

Demand is evident

U.S. participation in the November 1969 EUROPORT Show provided ample evidence of the strong demand for advanced equipment for shipbuilding, shipyards, shipboard and cargo handling, as well as advanced navigation and communications systems and deck gear. The pending reorganization of the Dutch shipbuilding industry and modernization of the merchant marine should foster increased sales of innovative equipment in 1970. The Holland-Amerika Line recently ordered 300 lighters for its new LASH vessels from an American firm, indicating the United States may be more competitive in the newer aspects of shipbuilding than is commonly assumed.

Hopes prove optimistic

As late as September 1969, Dutch authorities hoped to finish 1969 with payments in balance. Instead, there was an $18 million deficit on current account (transactions basis); on a cash basis there was a $175 million surplus. The disappointing results reflect a larger trade deficit, especially in the last half of the year.

The deutschemark revaluation, speculation that the guilder would follow suit, conditions in the U.S. security and credit markets, and Dutch Government efforts to curb domestic inflation made developments on capital account chaotic by Dutch standards. Capital transactions of banks showed a large increase in foreign exchange holdings and in net short-term credit imported. Their deficit of 306 million guilders was more than offset by the surplus on the non-monetary sector, so that official reserves increased by 230 million guilders. Even if one excludes the 1968 prepayment of Marshall Plan debts to the United States, the combined deficit on private and public unilateral transfers and other Government capital expenditures overseas remains 26% lower than in 1968. However, it is forecast to rise with increased aid expenditures in 1970, thereby giving increased impetus to efforts to

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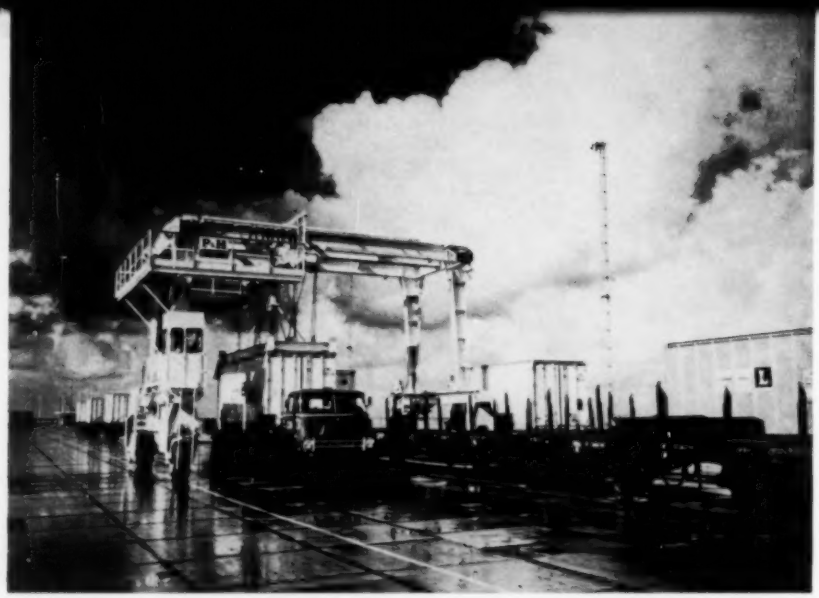

AMSTERDAM'S CONTAINER TERMINAL has a direct connection to the international railway system and the vast road network of Europe. Here, containers are transferred between road and rail carriers.

improve the balance of trade by controlling cost-push inflation and supporting structural reform in export industries such as shipbuilding.

The most recent milestone in the Netherlands permanent campaign to improve its outstanding transportation and shipping facilities was the completion of a deepened channel into the North Sea to make the Rotterdam Europort accessible to ships of up to 225,000 tons. Government plans to expand its participation in road and transport improvements, especially seaports, may be stimulated by a recent Central Planning Agency study showing that the multiplier effect of investment in harbor industries is 10% greater for employment and 30% greater for wages and exports than for comparable investments in other industries.

With 79 merchant vessels under construction, the Dutch shipbuilding industry ranked eighth in the world, but remained a long way from profitability. Market conditions and Government leadership and assistance may bring improvement in 1970. For example, the three supertankers built by Verolme for Esso Transportation were a prestigious achievement accomplished at a substantial loss. Verolme will receive about twice the former price under a new Esso contract for two more 250,000 ton tankers.

The cost of living rose 7.5% in 1969. A temporary price freeze was partially rescinded in September, and the cost of living index actually declined from Oct. 15 to Dec. 15. Prices are forecast to rise 4% in 1970, but the cost of living has already risen 1% between Dec. 15 and Feb. 15, despite a 6-month postponement of rent increases and a year's delay in TVA increases, both originally scheduled for Jan. 1, 1970. Critics contend that the Government is merely postponing inflation to 1971, but there is some doubt that even postponement will be that simple. The effect of the German revaluation will continue to be felt and is calculated to mean an accumulated total 1% increase in consumer prices and 1½% in the over-all price level.

Whereas the earlier price increases related to the tax changeover and affected the Dutch consumer much more than the exporter, the stronger rise in wholesale prices in the last quarter of 1969 reflects the continued increase in the price of imported raw materials, especially copper and steel, and in capital goods. When added to anticipated wage increases in 1970, these price increases will make Dutch exporters less competitive unless, as has happened before, their competitors experience even greater inflation.

Wages rose by 10.5% in 1969, but because of higher prices and increased tax and social security payments, real disposable income increased by less than 1%. The Social and Economic Council, an advisory body of considerable import, has recommended continued intensified efforts to combat inflation by all sectors in the hopes of limiting wage increases to 5% and still achieving a 2.75% increase in real disposable income in 1970.

In January a new two-year contract negotiated by the pacesetting metal industry increased pay to provide the 2.75% rise in disposable income and, for the first time, included automatic and annual upward revision if price increases exceed expectations. The Ministers of Finance and Economic Affairs unsuccessfully opposed the agreement which reportedly means a 10% increase in the industry's costs.

One reason the Government refused to intervene in the metal industry contract was the simultaneous battle in the Upper House over the long-postponed Wage Bill. Now approved, the Bill extends the Minister of Social Affairs' authority to intervene in contracts considered detrimental to the economy. Two of the three union federations are now boycotting the Social and Economic Council and the Foundation of Labor which makes wages policy, and have instructed their affiliates to ignore any attempted intervention.

In contrast to vigorous political activity by labor, the remarkable record of industrial peace continued through 1969. American firms have had no difficulties with Dutch unions which might have an adverse effect on relations. The Government believes that with the new Metal Industry Contract it has bought two years of labor peace. Unemployment dropped to 1.8% of the gainfully-employed labor force in 1969 and continues to decline, especially in the Utrecht and Rotterdam areas. There are 1.7 times more job offerings than unemployed. The number of foreign workers increased, and the Government undertook to improve supervision of recruiting and living conditions.

Government fighting inflation

The Government parties sustained mild losses in the March 1970 provincial elections, but are not expected to call for elections much before the end of their mandate in May 1971.

The $8 billion national budget for the fiscal year which began Jan. 1, 1970 projected a lower deficit of $600 million. Expenditures are up 8%, with education to account for 27% of the total, and revenues are forecast to rise 13%. However, with postponement of the TVA increment and other changes, the deficit is likely to be greater than originally forecast.

The Government is also pledged to relax tensions on the capital market and in the business situation as a whole. So far, this has meant a continuation of tight money, with expansion of domestic credit restricted to 1% per month above the total for the fourth quarter of 1969, and an effort to dampen the demand for investment capital by postponing for one year the abolition of the turnover tax on the purchase of investment goods, and continuing a temporary corporate income surtax. With an election approaching, strident demands for higher real wages, and most Dutch industry having just shown high profits in 1969, such a strategy is far from impolitic.

Panama gains momentum

Government investment has played major role in economic improvement

The improving trend in Panama's overall economic growth and business conditions compared to the politically-inspired slowdown in 1968 continued throughout the final three quarters of 1969 and into the first months of 1970.

Real GNP growth in 1969 is estimated to have been around 7%, as against about 5.5% in 1968. Per capita real growth recovered as well.

Commodity export earnings—particularly from banana exports—increased to about $108 million, some 15% above 1968, and gross earnings from sales of goods and services to the Canal Zone are thought to have increased perhaps as much as 8 to 9% above the $149 million earned in 1968.

Private construction activity continued strong in 1969, as it had been in 1968, although corrections of the data for price increases and other adjustments suggest little change in actual activity.

The Government has played a major role in the improving trend, pumping almost $50 million into infrastructure development, while increasing other inputs as well. This had the effect of sustaining the growth of demand and reducing urban unemployment, more than compensating for the lagging recovery of private investment.

In sum, an improving trend in overall conditions was evident at the end of the first quarter of 1970, and with the likelihood of a continuing high level of Governmental activity, no change in this trend is anticipated. Both official and private observers agree that a full recovery of private investment to optimal levels could shift the economy from its present growth track to a higher and more self-sustaining one, which could return the economy to the ebullience which marked much of the 1960s. The resultant growth at the same time should exhibit more balance and regard for social justice than was the case in those years.

While the character of governmental spending is shifting away from a deliberate policy of pump priming, larger public outlays for both current operations and investment should continue to play a vital role in maintaining a high level of economic growth during the current year. Governmental inputs in the economy could be more than 20% higher than in 1969, and the implications of such a high level of spending are for continued maintenance of consumer demand during the year and a reasonably high level of business activity. Qualitatively, investment in infrastructure should help stimulate growth in the more slowly growing rural sector.

Bigger budget this year

Panama has adopted a balanced Budget of $162.7 million for 1970, about 18% larger than the budget for 1969. This is primarily for Central Government operating expenses. As in previous years, the larger allotments are for education, for the Ministry of Government and Justice —which includes budgets for security and police functions, for debt service, and for health. Allotments to the Ministry of Agriculture and the new Ministry of Commerce and Industries are smaller, but substantial increases over the past year in allocations for these two ministries suggest growing concern about stimulating production.

In order to finance this budget, extensive tax modifications were adopted in February, designed to produce $11 million in new revenue in 1970. While this resulted in moderate increases in practically all taxes—including personal and corporate income taxes and a 6% rise in surcharges on most imports—the overall tax structure remained essentially unchanged; although possibly slightly less progressive. No additional tax increases are anticipated. Income taxes again this year are expected to provide roughly one third of all current revenues.

While actual disbursement on project execution is expected to fall below authorized levels, total new public investment could nevertheless exceed last year's estimated disbursement of some $45-$50 million by 30 to 50%.

In comparing the 1969 investment budget with the previous year's, some shift in emphasis may be noted away from traditional public works projects—roads and public buildings—toward provision of agricultural credits, health and sanitation development, and electrification. With regard to the latter, the state power agency, IRHE, has recently signed a $42 million loan with the World Bank for development of a proposed 150-megawatt hydroelectric complex on the Bayano River and for further development of the thermoelectric facilities at Las Minas. Actual construction at the Bayano site could begin this year.

Allocations for road and airport projects, while at about $20 million still the largest single item, are approximately the same as for last year. Nevertheless, new projects not foreseen in this planning document could be added as the year progresses.

On the horizon for the next several years is a continued high level of road and highway construction. A loan package for rural road development of around $45 million is under discussion with the Inter-American Development Bank. Moreover, work could begin in the not too distant future on completion of the final gap—between Panama and Colombia—in the Inter-American Highway, thus completing the long awaited overland link between the two Americas.

Two distinct trends in banking emerged during 1969. The first is a decided shift in emphasis toward international operations as evidenced by a sharp upswing in the number of loans being placed by local banks in other countries and by a threefold increase in foreign time/savings accounts. For the most part these large foreign deposits seem to be 'in and out' money, with the Panamanian economy benefiting to some extent from 'float' and from profits earned, but with Panama's basic role being that of a regional service center. The second trend is some moderation of the very rapid rate of growth of domestic time/saving deposits over the last few years.

As of Sept. 30, 1969, the banking system's balance of outstanding loans was $374.5 million, or about 32% higher than

Best prospects for U.S.

Best prospects in the near-run for sales of specific U.S. products are: mining machinery, agricultural machinery, agricultural hand tools, fertilizers, food processing machinery, pharmaceuticals and medicaments, power generating equipment, air-conditioning equipment, woven synthetic fabrics, and women's outerwear—non-knit.

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the balance a year earlier. While data are not available to indicate how many of these outstanding loans were to borrowers in neighboring countries, an analysis of the volume of new loans placed during each of the first three quarters of 1969 clearly demonstrates a dramatic shift toward a higher level of foreign lending. For example, during the first quarter, only $11.2 million of new loans were to foreign borrowers, while in the third, $47.9 million or about 31% of the total in such new loans extended during the period went abroad.

Why this shift in lending patterns? The Panamanian Government states that it wishes to encourage development of Panama as an important international financial center; however, as of April 1, a long awaited banking reform law in part designed to promote this had not been promulgated. The shift seems to be primarily in response to market criteria, with bankers reportedly able to offer Eurodollar rates for foreign deposits for their foreign loan operations.

It may also to some extent be a reflection of the reported slackening of private investment activity in Panama, particularly during the early part of the year. Panama's dollar-using monetary system and the fact that Panamanian bankers are close to the problems of the region should strengthen this trend.

The rate of deposit formation trailed the expansion in lending. At the end of September, the banking system's total deposit balance, amounted to $309.9 million, some 23.4% above the previous year.

Private investment lags

Despite the 7% GNP growth rate reached in 1969, private investment still has not responded as fully as it should. This was acknowledged in a recent report published by the United Nations Commission on Latin America which cited the success of the government's emergency public works program in compensating for the "slow growth in private investment." During much of the 1960s, private investment was the motor providing the driving force behind the remarkable growth of those years. Since the 1968 slump private investment growth has resumed, but at a slower rate, influenced, perhaps, both by international money market conditions and domestic uncertainties.

Most businessmen have little quarrel with many stated governmental objectives, such as administrative reform and achievement of economic growth with social justice, and of course the government's policy of more prompt payment of suppliers' bills is appreciated. But disquiet lingers regarding some facets of policy implementation, and businessmen continue to complain of breakdowns in communication with policymakers on issues of importance to them.

While it would be hazardous to predict when investor confidence will be restored to its full vigor, there has been no lessening of business confidence in the long-term economic future of the nation and the excellent development potential which Panama continues to offer. A few large foreign investments such as the proposed construction of a $80 million oil pipeline across the Isthmus and development of Panama's mineral resources could have a very salutary effect on private investment prospects in general.

Good export growth

Preliminary estimates of commodity exports for 1969 indicate a continuing strengthening of the trend toward increased export earnings. Earnings were about $108 million for the year, or 15.1% above the previous year. Partial data suggest substantial increases in earnings from banana exports and refined petroleum products over 1968. A proposed industrial incentives law now under consideration could give important tax inducements to new export industries establishing in Panama.

Commodity import data for the first nine months of 1969 show a 9.9% rise over 1968 to $187.4 million on an f.o.b. basis (c.i.f.—$205.5 million). Probably largely as a result of the shipping strike early in the year, U.S. exports to Panama declined by about $4.3 million to $65.2 million, and the U.S. share of the market dipped from over 38% through the first nine months of 1968 to about 35%. The United States continues to be Panama's largest supplier.

An analysis of nine month data furnishing a breakdown between capital goods imports and consumer and intermediate items supports the assumption of sluggishness in private investment during the year. Capital goods imports, by value, were 7.4% below a similar period in 1968. The dollar value of capital goods imported during the first quarter was 23.3% below a similar period in 1968, and while there was an increase during the second quarter, the third quarter performance was about the same as the previous year. Since presumably these figures reflect to some extent the fairly large increases in public imports, private capital goods imports probably were even further depressed.

The Colon Free Zone continues to grow in importance. In-and-out trade reached $394.9 million in 1969, about 18.5% above the previous year. Reportedly, the United States was the most important user of this entrepot and transit center, with total in-and-out trade valued at $69.4 million. Free Zone officials estimate that benefits accruing to Panama, including salaries of employees, from this facility run about $30 million annually.

Since imports supply a relatively high component of domestic consumption, worldwide price increases undoubtedly combined with domestic factors to cause the upward shift of two points in the consumer price index from September 1968 to September 1969 (the index probably understates the real rate of inflation). This trend toward higher prices might well intensify during 1970; although in comparison with many other Latin American countries, inflation in Panama will continue to be moderate.

Panama continues to offer attractive opportunities for U.S. trade and investment capital. New sales opportunities could arise under the government's large investment program, and reviving private investment activities could create new demands for capital equipment and semi-processed goods. Continued growth in GNP seems certain to assure a steady demand for many consumer items as well.

Over the longer run, progress in agriculture should present new fields for expanded trade and investment as feeder roads open up the interior and governmental programs are intensified, as should development of the tourist industry and of the extractive industries. Despite the commanding position of the United States as a partner in Panama's economic life, the trend toward growing competition from others, particularly Japan, has not abated.

Brazilian firms to buy U.S. goods with Eximbank loan

The Eximbank has authorized a $1 million relending credit in favor of Banco Brasileiro de Desenvolvimento, S. A. (FINASA), of Brazil, an investment bank owned by 22 Brazilian banks and a number of foreign financial institutions. Of the foreign financial institutions, Morgan Guaranty International Finance Corp. of New York, which has a branch in Brazil, has the largest ownership participation.

Proceeds of the credit will be relent by the borrower to small and medium-sized Brazilian private enterprises to finance 90% of the cost of selected items of machinery, equipment and services from the United States. The borrowers under each subloan will make a cash payment of 10% of the cost of the items.

Mozambique economy continues to record moderate progress; power project may spur growth

Final agreement for construction of huge dam by consortium was signed last fall; work has begun on preparatory stages

The most important economic development in Mozambique at the present time, according to the annual Economic Trends Report from the U.S. Consulate General in Lourenco Marques, results from the signing in September 1969 of final agreements whereby an international consortium, ZAMCO, will construct the Cabora Bassa hydro-electric dam and the South African Government, through its parastatal organ, ESCOM, will buy an important portion of Cabora Bassa's electrical output when the dam is completed (scheduled for 1975). Although geological surveying and minerals prospecting suggest that mining is being planned as the earliest point of emphasis, plans for eventual irrigation and agricultural development in the Zambezi valley are also getting under way. Results of oil prospecting by several companies may well become known in the coming year. These larger scale plans affect the current economy in tangible fashion largely by producing sub-contracts for various Mozambique firms by drawing on Mozambique for certain types of skilled labor as well as unskilled. Imports for development purposes doubtless contributed to the most serious negative factor in the Mozambique economy in the past year and at present—a worsening of Mozambique's chronic foreign exchange deficit and a lowering of its gold and foreign exchange reserves.

Recent trends toward establishing small industries, especially in Beira and Lourenco Marques, are continuing, and are drawing labor from subsistence agriculture to the money economy. However, since any major economic developments that may evolve from the Cabora Bassa construction will only come with the production of power (i.e., after several years), the basis of the Mozambique economy (unless important oil discoveries are made) will continue for a considerable number of years to be agriculture. Building construction, despite higher cost of construction materials, urban land, and mortgage loan borrowings, is booming on an all-provincial basis. Inflationary pressures continue and indices of consumer prices continue to rise. Most aspects of the economy are experiencing moderate growth which seems likely to continue. Growing governmental expenditures for administration, education, health, welfare and defense, on the other hand, have already required reduction of the Government's budgetary provisions in some other items and this trend seems likely to continue in the coming year.

Mozambique's gross domestic product is currently an estimated $1,234 million, representing a per capita income of $154.20 per annum, according to the annual Economic Trends Report from the U.S. Consulate in Lourenco Marques.

The economy of this Territory is dominated by two wholly differentiated social groups: (a) a largely primitive society of an estimated 7.75 million Africans all of whom, except for some 450,000 persons, live within the subsistence economy producing food crops for their own use plus some cash crops; and (b) a developed society made up of some 260,000 peoples (200,000 Europeans, 40,000 half-castes, 15,000 Indians and 2,500 Chinese).

Growth has spurred imports

The economic growth of Mozambique in recent years, the result of Government spending on infrastructure (ports, highways, airports, airways, telecommunications, hospital and educational buildings and equipment) and of private investment in industry and mining, has required considerable imports of manufactured goods.

In 1968 the following items accounted for about 62% of the over-all values of Mozambique purchases of U.S. origin: industrial machinery—$3.65 million (31%); electrical machinery including motors, generators and internal combustion engines and parts—$1.64 million (14%); air conditioners and refrigerators—$0.74 million (6.3%); automotive equipment and motor vehicles—$0.64 million (5.4%); steel rods, bars, plates, etc.—$0.34 million (2.9%); and pharmaceutical products—$0.30 million (2.5%). U.S. supplies to Mozambique in 1968 reached $11.9 million and accounted for 5% of Mozambique's overall imports in the year.

In 1969 Mozambique's imports from the United States included not only most of the products imported during the preceding year, but also commercial and utility aircraft and accessories; diesel locomotives; laboratory and scientific instruments and books; general supplies and equipment for Government hospitals; and heavy earthmoving and drilling equipment in demand by international oil prospecting companies.

The import trends which benefited U.S. manufacturers and exporters in 1969 are expected to continue in 1970. Since no American firm is a member of the Cabora Bassa consortium, ZAMCO, the principal and most obvious direct benefit of that development is likely to be the provision of equipment of various kinds. Some of the much publicized heavy construction equipment already imported for this project is American. Further intensification of imports of American products might also result if any of the international oil companies should strike oil in important quantities in Mozambique.

Between 1966 and 1968 the two-way import and export trade between the United States and Mozambique was drastically changed. Until 1966 U.S. exports to Mozambique had far exceeded the value of American purchases of Mozambique commodities—raw, semi-processed and manufactured. In that year U.S. supplies to Mozambique totaled $15.68 million, while American purchases were valued at $7.27 million. In 1967 and 1968 U.S. exports to Mozambique declined by 44% and 24.16%, respectively, while U.S. purchases from Mozambique rose by about 28.4% and 123.9%, respectively. It is the relative trade surplus with the United States in 1967 and 1968 which led the Mozambique Government to permit the liberal financing of U.S. commodity purchases. In the period January-May 1969 Mozambique purchased $5.80 million worth of U.S. goods and sold in return $5.37 million commodities represented chiefly by: cashew nut products (kernels and nut oil)—$3.77 million; mineral ores—$0.50 million; tea—$0.42 million; shrimps and lobsters—$0.30 million; and sisal rope—$0.25 million. Present indications are that the last two-way trade between the United States and Mozambique during calendar year 1969 was even more profitable to U.S. manufacturers and exporters than in 1967-68.

Although the deteriorated balance of

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payments position of Mozambique in 1969 may force the Government to considerably reduce its imports, one may feel sure that imports from the United States will continue to mount as long as the United States continues, in return, to buy Mozambique commodities.

At the current growth rate of 1.6% per annum, the population of Mozambique may reach some 8.2 million early in the 1970's, calling for more food products, clothing and footwear, schools, hospitals, pharmaceutical products, and various essential durable and nondurable goods, as well as increased job opportunities for both skilled and nonskilled persons.

From the point of view of trade development, Mozambique, with its long and indented coastline, enjoys a favorable geographical position. The country's seaports of Lourenco Marques, Beira and Nacala serve as the natural outlets for the incoming and outgoing trade of the fast developing neighboring countries. As a result of the transit trade (to these other countries), Mozambique's railway and ports bring in considerable foreign exchange revenues. These earnings, coupled with smaller earnings from services and tourism, contribute close to 14% of the Mozambique GDP.

The next year or two is scheduled to see a continuation of present work on long-needed highway, railway, and port development in Mozambique.

Fishing and mining untapped

Fishing and mining annually make a negligible contribution of approximately 0.26% and 0.66% to the GDP of the Territory, although it is officially claimed that Mozambique abounds in untapped resources in marine fish and mineral ores. There is no evidence that serious efforts will be made to develop a fishing industry any time soon. Mining, however, is another story. There are known to be a number of important mineral deposits. Plans are under consideration for the development of various deposits when cheap Cabora Bassa power becomes available (estimated at 1975).

The economic development of Mozambique and its peoples for the coming decades is likely to remain an important preoccupation of the Portuguese Administration as well as of the portion of its population that is in the cash economy. This group, though small in numbers—still below 3.3% of the total—is a significant consumer of imported goods and an active builder of the entire economy of the Terrritory.

Agriculture is the mainstay of the Mozambique economy. It contributes close to 66% of the value of the over-all commodity exports and provides for nearly 45% of the value of the over-all industrial output of the Territory.

Cashew nuts (raw kernels and shell oil) accounted for nearly 23.7% of the over-all value of Mozambique exports in 1968, while seed cotton, cottonseed oilcakes and printed cotton textiles accounted for 15.8% of that over-all export value. Other leading agricultural exports in 1968 included copra, coconut oil, tea, sugar and corn.

Official plans are to raise the annual seed cotton output from its current level of 125/133,000 metric tons to approximately 190,000 tons by 1972. Two large cashew nut processing factories are scheduled to begin operation in 1970. This should add to the percent share of the value of total Mozambique commodity exports provided by cashew nuts, which, until about 1950, were exclusively shipped to India as raw nuts of low economic value.

Money and know-how shortage

Lack of funds and technical know-how are the chief reasons for the very slow development of the Territory's known mineral resources. Not more than 0.66% of the Mozambique's GDP is derived at present from the mining industry, although significant mining deposits have already been found. Large international oil prospecting companies, American and others, are currently prospecting for oil and other hydrocarbonates. In 1970, these companies will pay slightly over US$1 million as concession fees in contrast with $0.7 million in 1969. These revenues are paid into the "Mining Development Fund". Geological exploration and test drilling really got into full swing only during the past year. No oil has been found yet. The odds are good that the next year will tell the story as to whether there is oil in commercial quantities in Mozambique.

It is believed that the number of job opportunities was satisfactory in 1969 for Africans and non-Africans alike, primarily due to the fact that numerous small assembly, processing and finishing industries sprang up in and around Beira and Lourenço Marques. These industries have become poles of attraction to thousands of Africans drawn from the subsistence economy into the money economy. Non-Africans, skilled or semi-skilled, recorded a 3-5% unemployment rate as in the past.

On Oct. 1, 1969 a housing bonus was decreed for all Government employees, while early in the year the Banking Employees' Union successfully negotiated an improved wage schedule. For 1970 labor pundits foresee a 10% increase in wages and salaries to all commerce, industry, farm and mining employees in view of the rising cost of living.

In 1969 some 250,000 Mozambique emigrant Africans worked in Rhodesia and the Republic of South Africa, 20% less than the level of such migrant labor in the early 1960's. This decline has reportedly resulted from certain undisclosed labor conventions between the Governments concerned.

High investment rate

In 1969 (January/September) a high rate of private domestic capital formation was maintained. Companies newly formed in the period reported actual investment of US$5.48 million, compared with $4.37 million in the corresponding period of 1968. Some $8.3 million probably was invested in 1969 compared with only $2.98 million in 1964 and an average annual investment of $6.02 million in 1964/68. A total of 194 new companies were formed in 1969 (January/September) compared with 180 companies in the corresponding period of 1968 and an average of 213 new companies per annum in the years 1964/68.

Despite the high costs of construction materials, urban land and mortgage loan borrowings, building construction was up substantially in 1969 on an all-Provincial basis. In 1964/67 nearly 3,000 buildings were completed at $50.6 million, including 834 units valued at $15.44 million in 1967 alone. There are no complete figures after 1967; however, it appears that in 1969 (January/September) housing units (exclusive of Government and Municipal) valued at $10.7 million were completed in contrast with housing valued at $9.59 million and $10.2 million in the same periods of 1968 and 1967. Buildings completed in 1969 probably represented an investment of $16/$18-million.

The FY 1970 Mozambique Budget foresees expenditures of $0.83 million on construction of buildings. Of this amount $0.44 million would be spent for 200 housing units for low-income persons in Beira, and $0.39 million on a Government building complex for housing certain public services in the capital city of Lourenco Marques.

A persistent import-export trade gap has been largely responsible for the annual deficits in Mozambique's international payments since 1958. Total imports in 1968 rose to US$237.5 million or nearly 50% higher than imports in 1964, while total exports in 1968 ascended to $155.80 million or 45.3% higher than commodity exports in 1964. The full import-export trade gap in 1968 was $81.8 million, even though the merchandise account of the international payments in

the year reported a deficit of only about $67 million. In 1969 the loss on merchandise account was $108.9 million, 62.5% higher than the loss in the comparable period of 1968. The overall deficit in balance of payments during 1969 amounts to $45 million.

As a result of continued annual deficits in the balance of payments, Mozambique's over-all reserves (gold and foreign exchange) were at their lowest point on Nov. 30, 1969 ($10.98 million), a decline of 50.2% from those reported a year ago. On Dec. 31, 1956 Mozambique had had a record level of reserves valued at $68.27 million, of which $34.08 million and $34.19 million, respectively, were in foreign exchange and gold-bullion.

Though Mozambique, with the help of the Portuguese Escudo Area reserve pool, has been so far able to pay its international obligations in foreign currencies, there have been reports of unusual delays of 6 to 8 months in having its bank drafts drawn in Portuguese escudos honored by the Reserve Bank of Portugal, creating thereby an embarrassing situation for local residents and business firms dealing with Portugal and Portuguese Overseas Territories (chiefly, Macau and Angola).

On Nov. 30, 1969, Mozambique Exchange Fund reserves consisted of $3.70 million of gold bullion and $7.28 million of sundry foreign exchange currency holdings.

In Lourenco Marques, average indices (1956/57=100) for most necessities rose from an annual average of 120 and 125 in 1967 and 1968 to 128.5 in January/August 1969. House rents showed the largest increase.

Growing government expenditures

In 1969 total Government spending was foreseen at $234.34 million and probably reached about $272.5 million on the basis of an average annual difference of $38.5 million between estimated and final budget spendings in the preceding two years. Rising administration, education, health and welfare and national defense costs have forced the Government to make drastic reductions in other items covered by the ordinary and extraordinary budgets.

Floating of bonds and negotiation of loans with Mozambique's bank of issue and other credit institutions were the principal means used in 1968 and 1969 of financing developments under the Third Development Plan.

The most important economic event in Mozambique in 1969 was the Portuguese Government's conclusion, on Sept. 4, of agreements with the Zambezi Hydroelectric Consortium (ZAMCO) to construct the Cabora Bassa dam and with the South African Electricity Supply Commission (ESCOM) to purchase a substantial portion of the electric power to be produced by the dam. Unless oil should meanwhile be discovered in Mozambique, the rapidly developing construction of the dam complex is very likely also to be the most important economic development for psychological reasons (e.g., increased business confidence) as well as financial, commercial and employment factors in 1970. Present construction activities of Cabora Bassa (begun on an extensive scale in the last two months of 1969) are preparatory and it is estimated that actual construction of the diversion tunnels (to carry the waters of the Zambezi around the construction site) and of the dam itself will likely begin about June or July of this year.

South Indian state in ambitious industrial expansion program

Tamil Nadu State will build program around industries started by Central Government; U.S. benefits possible

Tamil Nadu state, formerly called Madras, in south India has embarked on an ambitious program of industrial expansion. New incentives to industry are to be announced soon. Activities will center around manufacturing industries in which the Central Government has invested the equivalent of about $500 million.

Opportunities for U.S. trade and investment could well arise as the program gets moving. American companies already established in investment or licensing ventures include Standard Oil of Indiana, Carborundum, Cheseborough-Ponds, Clevite, Diamond Chain, Eimco, Vulcan Materials, General Time, B. F. Goodrich, Latrobe Steel, Mansfield Tire & Rubber, Parsons & Whittemore, Reichhold Chemicals, L. D. Seymour, Singer, Weber Marking Systems, and Westinghouse Electric.

A committee headed by D. C. Kothari, a prominent industrialist, is planning a petro-chemical complex around the Madras Refineries completed last year. Engineers India, Ltd. has prepared a report on chemical industries to be set up around the Neyveli Lignite Corp.'s undertaking. Another committee is planning a chemical complex around the existing salt industry at Tuticorin, which is being developed as a major port by the Central Government.

Although the long-sought Salem steel plant tentatively sanctioned by the Central Government is to absorb much of Tamil Nadu's industrial development resources during the next few years, no derivative industries have yet been planned around the project. Instead, a minor center is to be established at Arkonam, where a continuous steel casting plant is under construction. Also planned are a sponge iron plant, a seamless steel tube plant, and possibly an electronics plant with collaboration by Phillips.

Impressive results

The state government's industrial policy has produced impressive results. During 1969, six large-scale enterprises went into operation, twelve new industrial licenses were approved, 22 letters of intent were issued, and seven new foreign collaboration agreements were approved.

The Tamil Nadu Government is actively pursuing several major projects of its own: a fertilizer plant at Tuticorin, to be set up with private and foreign (probably Japanese) collaboration; an iron pelletization plant at Salem; machine tool and accessories plants at Arkonam; and a series of ancillary plants to supply components to the Bharat Heavy Electricals plant at Tiruchirapalli. The state government has also made a start toward reviving the depressed textile industry at Coimbatore.

Availability of power may become a problem, but the state is pressing New Delhi for additional projects to improve the situation. Meanwhile, the Tamil Nadu Government is reportedly considering a further cut in power rates to new industries as an investment incentive.

Relatively stable labor relations in 1969 resulted in a 25% decline in the number of industrial disputes compared to 1968 and a 64% decline in man-days lost through disputes. Employment registers, at best only a general indicator of unemployment, carry nearly 325,000 job seekers. This high number of unemployed has influenced the state to encourage industry and actively seek new investment.

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U.S. hotel chains step up interest in expanding German market

Frankfurt area is hardest hit by accommodations shortage; some resentment of U.S. role noted; new German chain formed

There is an increasing demand for hotel accommodations in the Federal Republic of Germany which has prompted several hotel concerns to enter the German market. This demand, the American Consulate General in Frankfurt reports, also encourages hotels already operating in Germany to expand by enlarging their capacity or putting up new buildings.

Opportunities for lucrative investment are particularly good in the Frankfurt area. Although two new luxury hotels opened in the Frankfurt district last year, there is still a severe shortage of hotel accommodations. During trade fairs, businessmen and visitors often are forced to take quarters as far as 20 miles outside the city. Moreover, private room availability is decreasing rapidly. A spokesman of the Frankfurt Fair Association said that an additional 2,500 rooms are needed. To overcome this situation three boats on the Main River are being used as floating hotels during this year's International Spring Fair.

The main reason behind the anticipated shortage of accommodations is the vast expansion of the Rhein-Main Airport, which will be finished by 1971. Air traffic is expected to double by 1975 and quadruple by 1980. The number of tourists crossing the Atlantic increased 20% during 1965-68 and further increases will result from cheaper air fares and the jumbo jets.

With this shortage of accommodations, newly erected hotels have done well. For example, 70% of the capacity of a hotel which opened in Duesseldorf last year was utilized during its first six months.

Holiday Inns of America, Inc. reportedly considers the Federal Republic to be Europe's main future market and intends to establish 25 hotels in Germany by 1973. They will either construct these hotels themselves or enfranchise hotels constructed by others. In addition to existing plans for a 600-unit hotel in Frankfurt, contracts were signed by this hotel chain for the construction of hotels in Hanover, Kassel, Wolfsburg and Sindelfingen. Further sites have been established in Darmstadt, Ludwigsburg, Essen, Dortmund, and Hamm. The company is also negotiating in Duesseldorf and Cologne.

These will not be luxury hotels, but they will offer modern facilities such as a TV set in each room and a swimming pool at each hotel. The prices are supposed to be reasonable, and within the means of European tourists.

At a recent press conference, the Holiday Inns of America announced plans to construct, jointly with Intermotel of Hamburg, a 600-bed hotel near Hamburg's Elbe bridges. This is to be a first class, but not a luxury hotel. Construction costs are estimated at $3.3 million.

The Intercontinental Hotel Corp. is enlarging its existing building in Frankfurt, adding another 310 rooms. At the same time hotels are being built in Hamburg (300 rooms) and in Cologne (296 rooms), both to be completed by 1971. Another hotel is planned in Stuttgart (280-300 rooms) and a site was acquired in Wiesbaden.

The Hilton hotel chain is looking for a suitable site in Frankfurt for a first-class hotel.

Five European airlines—Alitalia, BEA, BOAC, Lufthansa, and Swissair—and five European banks—S. G. Warburg, Banque de Paris et des Pays-Bas, Banca Commerciale Italiana, Deutsche Bank, and Schweizerische Bankgesellschaft—have signed an agreement to set up a new hotel concern, the European Hotel Corp.; 75% of the capital is to come from the airlines and 25% from the banks. This new hotel corporation plans to erect a chain of middle-class hotels in European cities which have airports. The group intends later expansion outside Europe.

In March, the ESSO Motor Hotel G.m.b.H., of Hamburg started the construction of a hotel in Frankfurt located between the airport and the center of the city. The first building phase provides for 231 rooms (for 330 guests) and is to be finished by the end of 1970 at a cost of about $4 million. An expansion to 303 rooms is planned. So far the ESSO Motor Hotel G.m.b.H owns six hotels in the Federal Republic, with a total capacity of 512 rooms. The company hopes to increase the number of its hotels to twenty by 1975.

This hotel boom is not being welcomed by everybody. A spokesman for the German Hotel Restaurant Association (Deutscher Hotel-und Gaststaettenverband) has complained about the present 'hotel invasion' of the Federal Republic on several occasions. He stated that Germany is in danger of becoming a playground for foreign hotel concerns and that it is a depressing fact that the German Government is supporting the construction of additional foreign hotels by giving financial guarantees, by granting reduced real estate prices and by providing other public benefits.

Other reasons for resentment by German hotel owners and others are the so-called Americanization of the style and administration of the new hotels and the emphasis on building first-class hotels rather than more modest and cheaper ones. In the case of a hotel project in Hamburg the German Hotel Association expressed concern that financially strong foreign hotel companies might swamp the local hotels by over-building.

The present situation is largely due to the fact that not much had been done to adapt the German hotel business to present-day requirements. One reason for this lack of initiative might be that most German hotels are family-owned and their means of obtaining new capital are relatively limited. Perhaps as a result, only one hotel chain now exists in the Federal Republic, the Steigenberger Hotelgesellschaft. But since the necessity of founding hotel chains became more apparent, fifteen reputable hotel owners recently founded the Deutsche Hotelbau- und Betriebsgesellschaft.

Costa Rica gets $5 million industrial development loan

The Inter-American Development Bank has approved two loans equivalent to $5.5 million to help foster industrial development in Costa Rica.

The loans were extended to the Bank of Costa Rica, an autonomous public bank, and will provide short, medium and long-term credits to small- and medium-scale private producers to finance fixed investments and working capital.

An estimated 60% of the loan resources will be channeled toward the improvement or expansion of consumer goods industries which use a higher proportion of local natural resources and produce goods mainly for export. These include such goods as textiles, foodstuffs, furniture, footwear and apparel. The remaining 40% will be devoted primarily to industries producing such intermediate and capital goods as leather, chemicals, basic metals, non-metallic mineral products and metal products.

Indonesia devalues rupiah; simplifies trade and foreign exchange system

Single rate set for all transactions except aid-financed purchases; imports combined into single list; overprice for exports abolished

In a far-reaching reform which became effective Apr. 17, the Indonesian Government devalued the rupiah, increased returns to exporters, and simplified considerably its trade and exchange controls.

A single exchange rate, initially set at Rp. 378 per U.S. dollar, will now be used for all trade and invisible transactions except imports using aid funds from foreign government program loans, which now can be financed at a preferential rate—the previous BE, or Bonus Export rate—of Rp. 326 per U.S. dollar. The Government hopes this will assure the prompt use of foreign program loans, which previously had moved slowly, particularly those extended by the United States. The spread between these rates will not be permitted to increase beyond 15%.

The new exchange rate of Rp. 378 per U.S. dollar will also be used for customs valuation, oil transactions, profit remittances and capital transfers made by companies operating under Indonesia's investment law, and imports under project loans made to Indonesia by foreign countries.

Prior to the recent changes, Indonesia had two exchange markets, the BE (Bonus Export) and the DP (*Devisa Pelengkap*, or complementary foreign exchange) markets. The principal market was the BE market through which most trade transactions were conducted. The BE market was supplied from that part of export proceeds which exporters had to sell to a foreign exchange bank upon receipt, based on an export check price set by the Government; the 5% export tax levied on eight major commodities (Category A); the ADO, or automatic provincial foreign exchange allocation, amounting to 10% of non-oil export proceeds, paid to the regions from which the export was shipped; foreign program aid extended to Indonesia; and capital brought in for local financing of approved investment projects.

The BE market was used for settling the greater part of private import transactions, payments for all government imports and service payments, transfers connected with approved foreign investments, and specified invisibles. The BE rate had been stabilized at Rp. 326 per U.S. dollar since October 1968.

The DP market was supplied mainly by non-oil export proceeds resulting from overprice—the difference between actual export proceeds and the surrender value, based on the export check price—which the exporter was permitted to retain in foreign exchange as an export incentive. The DP market was also supplied by receipts from invisible transactions. DP exchange could be used to finance all imports except two prohibited items and to pay for all invisible transactions including private capital transfers not covered by the foreign investment law. The DP rate had remained stable at about Rp. 378 per U.S. dollar since May 1969, through intervention by the central bank in the DP market.

Under the new regulations, the BE and DP markets have been merged, and the new exchange rate has been set initially at the former DP rate of Rp. 378 per U.S. dollar. This rate will subsequently be adjusted to reflect fundamental trends.

The overprice system has been abolished and exporters will have to surrender all of their proceeds from non-oil exports and be reimbursed in rupiah at the Rp. 378 per U.S. dollar rate.

The 5% exchange tax on the surrender value of Category A exports has been abolished.

The 10% ADO tax on exports other than oil has been retained, although now batiks and other handicrafts have been exempted from it. The procedures for collecting the ADO and determining its distribution among the regions have also been changed. In the future it will accrue to the Central Government, which in turn will compensate the regions through a budget subsidy in rupiahs.

Through these new reforms it is estimated that returns to exporters will be increased by about 15% for the major products (Category A), and about 5% for the minor exports (Category B). The reforms also will enable the Indonesian Government to have more effective control over foreign exchange receipts.

Imports are to be consolidated into one list. For the time being, at least, letters of credit will still be required for imports financed through the banking system and 100% deposit will have to be made. Short-term foreign credits for imports will generally be prohibited. No import licenses are required and, as previously noted, imports of only two items (cloth with batik design and certain types of rubber tires) are prohibited.

The ½ of 1% BLLD (Bureau of Foreign Exchange Transactions) fee levied on all except a few essential imports has been abolished and some other minor levies have also been discontinued. With the adoption of a unitary import rate (except for program aid imports), the import system will also be unified and imports will be subject to uniform procedures except for parcel imports valued at $300 or less, which may be effected outside the banking system.

Another change in trade procedures is also anticipated. This is a shift in exports from an f.o.b. (free on board) to a c.i.f. (cost, insurance and freight) basis. At present, export trade on an f.o.b. basis makes Indonesian exporters responsible only up to the loading of their goods aboard ship. Importers abroad arrange insurance and freight. The anticipated shift has not yet been made. When implemented, however, the new c.i.f. system should benefit the Indonesian insurance and shipping companies, including foreign insurance companies domiciled in Indonesia, and result in a saving of foreign exchange.

Also effective on April 17, the Government of Indonesia has introduced an exchange reform in Irian Barat (West Irian), simplifying the exchange rate structure of the Irian Barat rupiah and establishing more realistic exchange rates. The new rates are IBRp 1 = Rp. 18.9 and IBRp. 20 = US$1. The previous rates were IBRp. 1 = Rp. 10 and IBRp. 10 = US$1.

Korea revises tariff lists for specified industries

The Korean Ministry of Finance has revised its lists of specific items, classified by Brussels Tariff Nomenclature (BTN) numbers, which may be imported by eligible industries on a tariff-free basis or at reduced rates. These tariff provisions are applicable from Mar. 1-Aug. 31.

The three new lists include 31 industries that are eligible to import 289 products on a tariff-free or reduced tariff basis

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as compared with 38 industries and 399 items previously listed.

Eliminated from the previous lists of industries eligible for imports on a preferential basis were shipping, tourism, fertilizer, corn starch, and certain infrastructure projects. Additions appearing on the current lists are fishing, oil refining, and shipbuilding. These industries, along with power generating, petrochemicals, machine tools, and selected developmental projects are considered priority industries and are accorded special consideration.

Specific information regarding the 289 BTN items on the current lists may be obtained from the Far Eastern Division, BIC-892, U.S. Department of Commerce, Washington, D.C. 20230.

Panama modifies law on several taxes

Corporate income and net worth, income and dividend taxes altered

The Government of Panama enacted on Feb. 17 new legislation modifying a wide range of taxes. Among those changed are the corporate income tax, the corporate net worth tax, the dividend tax, personal income tax and tax incentives for production development.

► The new rate scale of the corporate income tax ranges from 10% to 50%, as against 5% to 45% in the old law. While the scale remains progressive, increases are proportionately larger at the lower end of the scale.

► The corporate net worth tax (*patente*) is now set at 0.5% of net assets (total assets less total liabilities) with a maximum tax of $10,000. The new law has a proportional rate structure.

► The dividend tax rate was increased from 8% to 10%. Dividends are not included in shareholders' gross income.

► An average increase of 20% in the personal income tax is fairly evenly distributed, with a slightly heavier impact in the income brackets below $10,000.

► Tax incentives for production development were reduced from 98% to 80%. These incentives are granted to industries which invest in natural resources, agriculture, stock raising and fisheries, in return for domestic price concessions by the company.

For copies of tax tables in English and the complete text in Spanish of the new tax law changes on a ten-day loan basis, **write:** American Republics Division, BIC-886, U.S. Department of Commerce, Washington, D.C. 20230.

World Bank, IDA loans aid Taiwan, Greece and Gambia

Private development finance firms, Port of Bathurst gets assistance

The World Bank has approved a loan of $18 million to the China Development Corp. (CDC) and one of $20 million to the National Investment Bank for Industrial Development (NIBID) in Greece, both privately-owned development finance companies which provide finance for private enterprises. The International Development Association (IDA), is lending $2.1 million for improvements at the Port of Bathurst which will be the first World Bank Group operation in The Gambia.

All imported goods and services purchased with World Bank funds must be procured through international competitive bidding.

CDC is the only institution in Taiwan which provides long-term finance exclusively for the private sector. It has approved loans amounting to the equivalent of $75 million for 415 projects. In 1968 CDC's clients exported goods worth about $151 million, or nearly 18% of Taiwan's total exports. The Bank loan should cover CDC's foreign exchange requirements until the end of 1971.

NIBID was formed in 1963 by the National Bank of Greece and 10 foreign banks to stimulate and modernize Greek industry. In purely financial terms NIBID's assistance represents a relatively modest impact on the whole economy—about 10% of the gross private manufacturing investment. Nonetheless, the company's investments are well diversified—textiles, building materials, food products, chemicals, metal industries among them—and it has made an important contribution in sponsoring joint ventures with foreign investors, promoting a consulting company which provides a wide variety of services, and in introducing higher project evaluation standards in Greece.

The Gambia, a small country on the west coast of Africa, is heavily dependent on foreign trade, most of which passes through the Port of Bathurst on the Atlantic Coast. The port has excellent navigational conditions and good road and river connections, but has virtually only one wharf for the handling of export-import cargo which averages about 145,000 tons a year. Under the IDA-financed project, the existing wharf will be rehabilitated, a new deep-water wharf will be constructed and furnished with two transit sheds, and a new jetty will be built for shallow draft vessels.

Korean railroads, Pakistan irrigation project get World Bank, IDA support

The World Bank and its affiliate, the International Development Association, are supplying $68 million in assistance to Korea's railroads and an irrigation project in Pakistan.

A loan of $55 million will help the Korean National Railroad increase its carrying capacity by procuring, through international competitive bidding, 50 diesel locomotives, 2,740 freight cars, telecommunications equipment and mechanized track equipment, as well as hiring consultants to study the technical aspects of the railroad's operations.

A $13 million interest free IDA credit will help complete the Chandpur flood protection and irrigation project in East Pakistan, which involves the construction of 29 miles of embankments with regulators and a pumping station to complete flood protection for the whole project area which encompasses about 140,000 acres on the Meghna River.

Andean Group implements internal, 175-item free list

The member countries of the Andean Group have agreed upon a list of some 175 products that, beginning Apr. 15, were to be free of all import restrictions when originating from Group countries and imported into Chile, Colombia or Peru. The list is identical to the first LAFTA Common List which was approved in December 1964 but has yet to be implemented within the LAFTA framework. Bolivia and Ecuador, the other two Andean Group members, are not required to apply the Free List at this time, but may extend the same concessions if the Common List is implemented by LAFTA—not expected earlier than December 1974.

In order to protect margins of preference extended to Bolivia and Ecuador by virtue of their status as less-developed nations within LAFTA, Chile, Colombia and Peru agreed not to free goods on which they had previously accorded special concessions to those two nations.

Copies of the Andean Group Free List may be obtained from the American Republics Division, Bureau of International Commerce, U.S. Dept. of Commerce, Washington, D.C. 20230.

Three French firms interested in licenses

Licenses to manufacture central heating equipment, particularly warm air furnaces and/or boilers are sought by a newly organized French company. The organization is the result of a merger by two French producers of warm air furnaces and central heating boilers utilizing gas or fuel oil and gas and oil heaters. The French firms market their products in Germany, Belgium, Italy, Great Britain and Ireland.

The president of the new company plans to visit the U.S. around May 15 to discuss licensing agreements with interested American manufacturers.

To follow up on this proposal interested firms should **cable** Jean Choppin, Manager, Potez Industries, 46 Avenue Kleber, Paris 16e, France or, **write** The Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230, which will relay the information to the French executive. WTD. **P-70542.**

A French firm specializing in the manufacture and distribution of capacitors and radio interference filters for automobiles seeks a license to produce filters from 27 to 180 megacycles. The company has 35 employees and reports annual sales of around $1.4 million. It exports its products to European and African countries.

Write: Condensateurs FACON, 40 Boulevard de la Bastille, Paris 12, France. WTD. **P-70540.**

A French firm wants license to manufacture all kinds of solid or laminated plastic industrial bearings, electrolytic coating for friction surfaces, industrial oil and other liquid filters, parts and accessories for heat motors and other technical machinery.

Established in 1926, the company employs 73, operates a well equipped plant and specializes in bearings for heat motors and centrifugal filters. Sales are concentrated in the heavy electrical construction, iron, steel and the shipbuilding industries.

Mr. Bardou, president and general manager of the firm, will be attending a convention at Las Vegas from May 1 to May 5 and plans to spend additional time at San Francisco, Los Angeles and other locations.

Interested companies should cable or **write:** Mr. Bardou, Traitement Scientifique de l'Aluminium (T.S.A.), 8 rue Petit, Clichy 92, France. WTD. **P-70531.**

British concern desires to produce hoist blocks

An affiliate of a large British holding company seeks a license to manufacture electric wire rope hoist blocks 2 to 10 tons in capacity. The company manufactures conveyors, cranes, chain hoists, bulk handling equipment, door gear and mechanized warehousing equipment. The parent company employs 1,600 and 35 salesmen.

Write: George W. King Ltd., Argyle Works, Argyle Way, Stevenage, Hertfordshire, England. WTD. **P-70515.**

License to make butterfly and pressure reducing valves sought by Canadian firm

A license to produce butterfly and pressure reducing valves is sought by a Canadian company. The firm currently produces steam and shot cleaning equipment for steam generators and oil heaters and liquid level gages and control panels. It also acts as an agent for high quality engineered equipment which is sold to utilities and the chemical, petrochemical, paper and mining industries.

The firm has around 65 employees and maintains sales offices in Montreal, Toronto, Calgary and Vancouver. It is prepared to train and increase its personnel in order to produce the valves.

Write: C. L. Warden, Manager of Planning, Diamond Canapower Ltd., 1122 Pioneer Road, Burlington, Ontario, Canada. **P-70533.**

U.S. affiliation desired by Dutch manufacturer; seeks new product lines

One of the largest manufacturers of industrial apparatus and equipment in the Netherlands is seeking new business relations with U.S. firms under licensing and/or joint venture arrangements.

The Dutch firm's present operations employ a labor force of about 400 on a 15 acre area site, of which 3 acres are under cover. The plant is equipped with heavy duty cranes and machinery for the manufacture of heavy pressure vessels. Production facilities are supported by engineering and product development departments.

Sales activities are carried out by a specialized organization dealing directly with the final consumers and engineering contractors in the Netherlands and all over the world. The company has served the petroleum, petrochemical, chemical, fertilizers, natural gas and sugar industries.

American firms wishing to consider licensing or joint venture arrangements for manufacture of complementary products or equipment may secure additional information by **writing** Mr. H. Poutsma, General Manager, American Chamber of Commerce in the Netherlands, Laan Van Meerdervoort 55, The Hague, Netherlands, referring to project number. WTD. **70541.**

Italian firm wants to make stone crushing equipment

An Italian maker of complete plants for excavation, sorting and washing of quarry stone, river gravel and sand seeks licenses. The firm is interested in the production of primary and secondary stone reduction crushers and sand mills.

Write: Guido Rossi & C.S.N.C., Viale Corsica—S. Vito, I 55100, Lucca, Italy. WTD. **P-70534.**

Joint venture desired by Austrian company

An Austrian firm is interested in a joint venture with U.S. engineering companies and special equipment manufacturers for the chemical industry with a view towards jointly participating in industrial projects in the chemical field in Central and Eastern Europe. The Austrian company can contribute knowledge and experience in these markets and seeks licenses and/or supplies of advanced chemical equipment.

The firm manufactures heat exchangers, columns, tanks, vessels, and specializes in the fabrication of steel, nickel, titanium and aluminum products. Units are either designed and constructed to meet specific problems of chemical processing plants and related industries or are manufactured to the customers' drawings.

Approximately 350 are employed by the company which operates an engineering department. About $2 million of the $5 million annual sales result from trade with Eastern Europe.

Write: Grill & Grossmann Gesellschaft fuer Chemietechnik m.b.H., Weihburggasse 9, A-1010 Vienna, Austria. WTD. **P-70532.**

Brochures describing the firm's opera-

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tions are available on loan from the Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230.

Australian company wishes to diversify product line through U.S. participation

A South Australian firm engaged in steel reinforcing fabrication seeks U.S. licenses with equity participation for producing a more diversified line of products for sale and distribution in Australia.

Present operations, involving sales to large contract builders, employ 58 in the company's workshop which is being enlarged to 15,750 square feet with provision for two overhead cranes. A preference has been expressed for products not associated with the construction industry.

The Australian principals have requested that dissemination of additional information be limited to American companies in a position to provide licenses for manufacture of salable products and willing to consider equity investment.

Write: Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230. **P-70539.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

U.S. companies may investigate Liberia's timber concessions

U.S. lumber companies contemplating investment abroad may wish to investigate opportunities for concessions in Liberia's growing timber industry. Presently, Liberian, American, French, Dutch and Danish interests comprise the major timber extracting firms granted forestry concessions by the Liberian Government. Thirteen concessions are under active development and the total area held by all concessionaires is approximately 3.2 million acres.

These forest regions are located in the eastern part of the country adjacent to the Ivory Coast, in the northeast and near the coast between the Port of Buchanan and the River Cess.

Firms engaged in the production of timber in Liberia already use a wide range of U.S. equipment for cutting, loading and transporting logs and lumber. The steady expansion of Liberia's timber industry should create a demand for additional logging equipment, as well as the earthmoving and road maintenance machinery required to build access road into the forested areas.

Expansion of port facilities to handle increased lumber traffic will also provide a wide range of opportunities for American suppliers of cargo handling and related equipment.

U.S. companies interested in obtaining new timber concessions should **write:** The Honorable James T. Phillips, Jr., Secretary, Department of Agriculture and The Honorable Cyril Bright, Secretary, Department of Planning and Economic Affairs, Monrovia, Liberia. **P-70530.**

A copy of a report on Liberia's timber industry is available from the Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230.

Partner for porcelainware plant goal of Indian group

An Indian ceramics group is seeking a U.S. technical and financial collaborator for a new plant to produce porcelain tableware. The firm has already acquired a 33 acre site near Dhanbad for the plant; rail and highway facilities are located nearby. Raw materials for the proposed plant would come from a clay mine near Bihar. The estimated cost of the plant, which is expected to produce 3,000 tons of porcelainware, is about $2.3 million.

Write: M. N. Mitra, Managing Director, Nalanda Ceramics and Industries Ltd., 6-B, Keyatala Road, Calcutta 29, India. WTD. **P-70527.**

West Berlin adds to its investment incentives; growth likely to continue

West Berlin offers very attractive investment incentives to German and foreign investors. Companies investing in West Berlin benefit from tax preferences, high depreciation allowance rates, low-cost loans, tax free investment bonuses and personal and corporate income tax reductions. In addition, a new depreciation allowance covers company-owned housing. If 80% of the occupants are company employees, 75% of the housing may be written off in five years.

West Berlin offers more than just these incentives; it also offers a healthy business climate. West Berlin is a highly industrial city with an industrious and skilled labor force capable of producing highly diversified, technical products. The city has a sound economic basis with lucrative market potential. West Berlin expects to match the spectacular economic growth in the 1970's that it experienced in the past decade, when income more than doubled and sales increased ten fold from $250 million to $2.5 billion.

Last year was a record year for the West Berlin economy. In real terms, the gross social product increased by 8%, net industrial product by 12.5% and investment in equipment by 20%, a 20-year record.

Substantial growth is expected in 1970, although the rate of increase will be lower. The Berlin Senate expects overall growth to increase by 4.5% in real terms and investment in both construction and equipment by 8.5%.

Moreover, an actual decline in economic activity appears quite unlikely in the foreseeable future. Not only is there a large backlog of orders, but there is also a very high rate of incoming industrial orders. Investment continues to be very heavy, as is seen by the full commitment of the investment credit available through the European Recovery Fund for 1970 and 1971.

In view of these facts and also in view of the predicted 4.5% in real growth, economic activity should remain lively in the 1970's.

World Trade Opportunities Continued through page 52

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

011 Commercial farms

01131—GREECE—Wheat. c.i.f. Piraeus price quotations. TAFIMEX (Hellas) E.P.E. (importer, distributor, agent), 39 Acadimias St., Athens 135. WTD in preparation.

01136—GREECE—Corn, lentils, peas, etc. c.i.f. Piraeus price quotations. TAFIMEX (Hellas) E.P.E. (importer, distributor, agent), 39 Acadimias St., Athens 135. WTD in preparation.

203 Canning, preserving foods

20321—BOLIVIA—Baby foods, canned. Correspondence requested in Spanish. Jorge Kehdy (importer), Calle Mercado 1326, P.O. Box 1076, La Paz. WTD 10/69.

20334—ITALY—Pineapple juice (canned). Correspondence requested in Italian. Francesco Cucinella (agent), Via Roma 116, 80134 Napoli. WTD 4/70.

233 Women's, misses', juniors' outerwear

23351—ITALY—Women's, misses' and juniors' dresses. Correspondence requested in Italian, French. Alberico Colella (importer, agent), Via del Casale 5, 80100 Napoli. WTD 4/70.

259 Furniture, fixtures

25990—BOLIVIA—Hospital beds. Wishes to contact company which can supply entire line of hospital equipment. Correspondence requested in Spanish. Casa Max Edelman (importer, distributor, agent, retailer), Calle Sagarnaga 131, P.O. Box 1204, La Paz. WTD 10/69.

25990 — BOLIVIA — Hospital beds. Correspondence requested in Spanish. Jorge Kehdy (importer), Calle Mercado 1326, P.O. Box 1076, La Paz. WTD 10/69.

262 Paper mills

● **26200—NATO**—Allied Forces of Southern Europe invite bids on teletype papers of different styles including with carbon, carbon contact and chemical contact. Also 5,000 reams of duplicating paper in various colors with sheet size of 8" x 10½", and 600 reams of duplicating paper in various colors, sheet size 8" x 13". Limited number of tender copies with paper samples available from the Forest Products and Packaging Division, BDSA, Room 5099, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-3530). Bid deadline June 5. Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO tenders. American firms interested in certification should contact the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

264 Converted paper, paperboard products

26440—ITALY—Wallpaper, covered or embossed with assorted fabrics, both of ready-pasted and/or standard types. Taurus Parati (distributor, retailer), Via Frejus 13, 10139-Torino. WTD 4/70.

26495—BOLIVIA—Decorations paper; wallboard, laminated. Correspondence requested in Spanish. Cosmet Ltda. (importer), Calle Potosi 1126, P.O. Box 2935, La Paz. WTD 12/69.

275 General commercial printing

27519—BOLIVIA—Printing by screen process (contact screens). Pedro H. W. Tichauer (importer, agent, retailer), Av. Santa Cruz 1088, P.O. Box 3423, La Paz. WTD 2/70.

281 Industrial chemicals

● **28100—ZAMBIA**—Sulfur, 6,000 metric tons per month for a period of 5 years commencing September 1972. Bulk shipments, finely ground, Grade No. 2, 99.5% min., passing 100 mesh B.S.S.; 99% min., passing 200 mesh B.S.S.; 80% min., passing 325 mesh B.S.S. Quotations for material of alternative specification permitted provided details given in accompanying letter. Price to be net, on c. & f., basis, Beira, Mozambique, in Zambian currency, firm for full period or subject to adjustment. If subject to adjustment, basis for calculation must be stated. Name and address of producer, payees, bank at which payment to be effected, and current domestic value of material must be stated. Buying Department enquiry No. C850K17H; bid deadline May 11. Tenders in sealed envelopes with Buying Department number above to be addressed to Chief Buyer, Anglo American Corp., (Central Africa) Ltd., P.O. Box 172, Kitwe, Zambia. Copy of tender not available, but copy of Telegram No. 867 is available from

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Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3468). A review copy will be available at the U.S. Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

28181 — BOLIVIA — Additives, gasoline, cyclic; additives, lubricating oil cyclic. Correspondence requested in Spanish. Stambuk & Mark (Bolivia) Ltda. (importer), Av. Mariscal Santa Cruz 1342, P.O. Box 4822, La Paz. WTD 12/69.

282 Synthetic materials

28214—GERMANY — Thermosetting resins, all types, in form of granules or powder, virgin material. Direct purchase and agency. Overbeck & Co. (importer), 33 Breitenweg, P.O. Box 896, 28 Bremen 1. WTD 9/69.

28242—BOLIVIA—Polyvinyl chloride. Industrias Unidas S.A. (manufacturer), Av. Uruguay 478, P.O. Box 2723, La Paz. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28424—BOLIVIA—Floor polish, water emulsion liquids, cake and paste. Correspondence requested in Spanish. Cosmet Ltda. (importer), Calle Potosi 1126, P.O. Box 2935, La Paz. WTD 12/69.

28424—ITALY—Silver polish. Fratelli Riccio (distributor, retailer), Piazza Nicola Amore 14, 80138 Napoli. WTD 4/70.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

28442 — BOLIVIA — Perfumes, toilet water, colognes. Correspondence requested in Spanish. Cosmet Ltda. (importer), Calle Potosi 1126, P.O. Box 2935, La Paz. WTD 12/69.

28443 — BOLIVIA — Baby oil; cosmetics, creams — cleansing, foundation, lubricating. Correspondence requested in Spanish. Jorge Kahdy (importer), Calle Mercado 1326, P.O. Box 1076, La Paz. WTD 10/69.

28445—BOLIVIA—Cosmetic creams, cleansing, foundation, lubricating. Correspondence requested in Spanish. Cosmet Ltda. (importer), Calle Potosi 1126, P.O. Box 2935, La Paz. WTD 12/69.

28445—ITALY—Cosmetics and toilet preparations. Correspondence requested in Italian. Elleppi (importer, distributor), Via Marina Nuova 29, 80133 Napoli. WTD 4/70.

287 Agricultural chemicals

● **28700—HONG KONG**—Sulphate of ammonia (21% N) 12,000 kilos.; superphosphate (19% P_2O_5) 10,000 kilos.; muriate of potash (60% K_2O) 4,064 kilos.; bone meal 10,160 kilos.; magnesium sulphate 4,000 kilos.; sulphate of potash 2,032 kilos.; urea 2,000 kilos.; basic slag 5,000 kilos.; agricultural lime 6,000 kilos. Deliveries in 2 equal consignments which must arrive in Hong Kong in June and August 1970. Tender No. Supplies A-02048; bid deadline May 8. Correspondence preferred in English. Director of Government Supplies, Government Supplies Dept., Oil St., North Point, Hong Kong. Tenders are accepted only thru Hong Kong agents or by the Crown Agents, London (Office in Washington). Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3465). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

307 Plastic products

30796—BOLIVIA—Floor tile plastics for construction. Correspondence requested in Spanish. Cosmet Ltda. (importer), Calle Potosi 1126, P.O. Box 2935, La Paz. WTD 12/69.

311 Leather tanning, finishing

31114—GERMANY—Finished lizard leather. Georg Hellwig KG (importer, distributor, manufacturer), 70 Frankfurter Str., 6050 Offenbach (Main). WTD 4/70.

313 Boot, shoe cut stock, findings

31310—BOLIVIA—Shoes and boots outer soles. Interested in purchasing "uppers" of discontinued models. Industrias Varias S.A. (manufacturer), Av. Uruguay 478, P.O. Box 2723, La Paz. WTD in preparation.

321 Flat glass

32110—UNITED KINGDOM—Thin sheet glass 1.2/1.5 mm/-18 oz.; colored glass and welding glass, heat absorbing. The Enterprise Glass Co. Ltd. (importer, distributor, manufacturer), Weston Road Trading Estate, Slough, Bucks. WTD 3/70.

322 Glass, glassware

32290—UNITED KINGDOM—Glass: CR.39 in pieces for welding and industry, flat sheet. The Enterprise Glass Co. Ltd. (importer, distributor, manufacturer), Weston Road Trading Estate, Slough, Bucks. WTD 3/70.

329 Abrasive, asbestos, nonmetallic mineral products

32926—BOLIVIA—Floor tile, vinyl asbestos. Correspondence requested in Spanish. Cosmet Ltda. (importer), Calle Potosi 1126, P.O. Box 2935, La Paz. WTD 12/69.

331 Steel mill products

● **33100—IRAN**—500 tons of 5m/m round iron, and 1000 tons of 8m/m round iron of various specs. Tender No. 1707/48; bid deadline June 21. Iranian State Railways, Tehran. Copies of tender documents may be purchased from Iranian Economic Mission, 2233 Wisconsin Ave. NW., Washington, D.C. 20007.

● **33100—TUNISIA**—26,200 M.T. of rails in lengths of 18 meters. Tender for "Supply of Rails"; bid deadline July 1. Societe Nationale des Chemins de Fer Tunisiens (SNCFT), Tunis. Copies of tender documents available at $1 each from Societe Nationale des Chemins de Fer Tunisiens (SNCFT), Service des Approvisionnements, 5eme Etage 67, Avenue Farhat Hached, Tunis, Tunisia.

33126 — BOLIVIA — Steel pipe and tube, standard API. Correspondence requested in Spanish. Stambuk & Mark (Bolivia) Ltda. (importer), Av. Mariscal Santa Cruz 1342, P.O. Box 4822, La Paz. WTD 12/69.

33155 — GHANA — Quotations requested for nail-making steel wire of 4-18 gauge (British specifications); and of Thomas Commercial or Sieman Martin quality or equal. Prices should be per long ton (2240 pounds) and on both f.o.b. and c. & f., Tema, basis. Total quantity desired will be determined upon receipt of quotations, but annual average yearly requirements is expected to be about 1400 long tons. Payment will be on current mandatory 180-day credit terms. Metal Industries Div., Ghana Industrial Holding Corp. (importer, manufacturer), P.O. Box 7009, Accra. WTD in preparation.

332 Iron, steel foundries

● **33200 — ARGENTINA** — 120 gray iron casting underground chamber entrances. Tender No. 3045; bid deadline May 20. Segba, Buenos Aires. Copies of tender documents may be purchased from Segba, Balcarce 184, Compras Exterior, Buenos Aires, Argentina.

335 Rolling, drawing, extruding of nonferrous metals

● **33500—ARGENTINA**—Supply of underground armored cable of various quantities and sizes. Tender No. 3014; bid deadline May 27. Contact Segba, Balcarce 184, Compras Exterior, Buenos Aires.

● **33500—ARGENTINA**—Supply of 16,000 meters of underground armored cable of various sizes. Tender No. 3013, bid deadline May 20. Contact Segba, Balcarce 184, Compas Exterior, Buenos Aires.

342 Cutlery, hand tools, general hardware

34230—FINLAND—Small and miniature size hand tools for handicraft, hobby. Askartelukeskus Oy (Mrs. Anna Kalaja, Managing Dir.) (importer, distributor, retailer), Mikonkatu 8, Helsinki 10. WTD 4/70.

34231—BOLIVIA—Tools, mechanics hand service. Correspondence requested in Spanish. Vanguard Limitada (importer, distributor, retailer), Calle Heroes del Acre 1454, P.O. Box 4390, La Paz. WTD 12/69.

345 Screw machine products

34522 — GERMANY — Industrial steel and plastic fasteners, joints. Representative for EEC and EFTA. Springfix Befestigungstechnik GmbH (exporter), D-7335 Salach, B.-W., P.O.B. 1105. WTD 4/70.

346 Metal stampings

34614 — BOLIVIA — Hospital utensils, stamped and spun aluminum metal. Wishes to contact company which can supply entire line of hospital equipment. Correspondence requested in Spanish. Casa Max Edelman (importer, distributor, agent, retailer), Calle Sagarnaga 131, P.O. Box 1204, La Paz. WTD 10/69.

34614 — BOLIVIA — Hospital utensils, stamped and spun aluminum metal. Correspondence requested in Spanish. Jorge Kahdy (importer), Calle Mercado 1326, P.O. Box 1076, La Paz. WTD 10/69.

349 Fabricated metal products

34942—BOLIVIA—Unions, metal, for piping systems, standard API. Correspondence requested in Spanish. Stambuk & Mark (Bolivia) Ltda. (importer), Av. Mariscal Santa Cruz 1342, P.O. Box 4822, La Paz. WTD 12/69.

34943 — BOLIVIA — Valves, plumbing and heating, standard API. Correspondence requested in Spanish. Stambuk & Mark (Bolivia) Ltda. (importer), Av. Mariscal Santa Cruz, P.O. Box 4822, La Paz. WTD 12/69.

34970 — ITALY — Laminated aluminum for

covering purposes. Taurus Parati (distributor, retailer), Via. Frejus 13, 10139-Torino. WTD 4/70.

352 Farm machinery

35225 — BOLIVIA — Harvesting machinery, equipment. Urdini Motors Ltda. (importer, distributor), Av. Montes 716, P.O. Box 1473, La Paz. WTD 9/69.

35228 — BOLIVIA — Machines for washing, classifying, waxing oranges. Correspondence requested in Spanish. Valencia C. de Caballero (fruit exporter), Av. Saavedra 1666, P.O. Box 3446, La Paz. WTD 1/70.

35228—BOLIVIA—All other farm machinery, equipment. Urdini Motors Ltda. (importer, distributor), Av. Montes 716, P.O. Box 1473, La Paz. WTD 9/69.

353 Construction, mining, materials handling machinery, equipment

35334—PAKISTAN—Tubewell drilling rig preferably of the type which could also perform large piling works. Requests descriptive literature, airmail quotations, c. & f. Karachi. Interested American firms should specify delivery period for equipment, and deferred payment terms. Firm also seeks technical tubewell know-how. Haydari Boring & Piling Co. Ltd. (importer), 2nd Floor Eastern Bank Bldg., McLeod Rd., Karachi-2. WTD in preparation.

35370 — AFGHANISTAN — Ten freight trucks, 7 to 10-ton capacity. Requests prices c. & f. Karachi, insurance to Kabul. Bakhtar Joint Stock Industrial Co. (importer, distributor, manufacturer), 2nd Part of Jade Maiwand, Kabul. WTD 4/70.

354 Metalworking machinery

● **35400—BURMA**—Spring coiling machine capable of coiling up to 1⅝" round and 8" x ½" flat stock. Tender No. MEIC/B.R/13(T)154 (MC)69-70; bid deadline May 11. Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon. Copies of tender documents are available from the Metalworking Equipment Division-649, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5652). A review copy will also be available at the U.S. Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **35400—INDIA**—Fifteen axle journal turning and burnishing lathes; Tender No. P/407/12/043/3.3.70/Bulk 7 (ISM ref: D/ENG/59); bid deadline May 26. Two commutator mica undercutting machines; Tender No. P/401/12/056/18.2.70 (ISM ref: D/ENG/61); bid deadline May 27. Global Procurement, Director General, Supplies and Disposals, Jievantara Building, Parliament St., New Delhi. Copies of tender notices may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008 for $2.50 and $1.50 respectively each copy.

35414—SPAIN—Grinding and polishing machinery, for engines. Rectificados Mirguez, S.A. (manufacturer), Sueca, 67, Valencia (6). WTD 3/70.

35485—SWEDEN — One wire drawing attachment for drawing of alloyed bolt steel 1¼" and 1½" dia. Attachment is to be placed between coil reel and cold forming machine which is of German Malmedie with maximum cut-off diameter of 31 mm and a maximum cut-off length of 270 mm. Bulten-Kanthal AB (manufacturer, exporter), S-734 01 Hallstahammar. WTD 11/69.

355 Special industry machinery

35521—BOLIVIA—Machine to produce jute rope and line. Correspondence requested in Spanish. Stambuk & Mark (Bolivia) Ltda. (importer), Av. Mariscal Santa Cruz 1342, P.O. Box 4822, La Paz. WTD 12/69.

35595—AFGHANISTAN—Soap dehydrating plant—5 to 10-ton capacity per 24 hrs.; complete plant capable of making 5-10 tons of soap per 24 hrs. from cottonseed oil. Requests prices c. & f. Karachi, insurance to Kabul. Bakhtar Joint Stock Industrial Co. (importer, distributor, manufacturer), 2nd Part of Jade Maiwand, Kabul. WTD 4/70.

35595—BOLIVIA—Shoemaking and repairing machinery and equipment, including outsole stitching machine; rapid cementing press, shoe widener and stretcher, skiver and rounder, finisher (finishing) machine; petroleum refinery machinery, equipment. Correspondence requested in Spanish. Stambuk & Mark (Bolivia) Ltda. (importer), Av. Mariscal Santa Cruz 1342, P.O. Box 4822, La Paz, Bolivia. WTD 12/69.

356 General industrial machinery

● **35600—ARGENTINA**—Blast furnace, 250 tons per day capacity for Altos Hornos Zapla steel mill. Tender No. 10/70; bid deadline June 30. Copies of specifications are available for 100 Argentine pesos ($28.57) from Direccion General de Fabricaciones Militares, Division Compras, Avenida Cabildo 65, Buenos Aires, Argentina.

35616 — BOLIVIA — Pumps and pumping equipment, parts and attachment, standard API. Correspondence requested in Spanish. Stambuk & Mark (Bolivia) Ltda. (importer), Av. Mariscal Santa Cruz 1342, P.O. Box 4822, La Paz. WTD 12/69.

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"Introductory Guide to Exporting," revised April 1969 by U.S. Department of Commerce

361 Electric transmission, distribution equipment

● **36100 — NEW ZEALAND** — Supply 18 each 220 KV 5,000 MVA 1600A circuit breakers for Stratford and Aramoho substations. Tender No. 544; bid deadline June 16. Secretary, Tenders Committee, New Zealand Electricity Department, P.O. Box 12144, Wellington North, New Zealand. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 5886C, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4241). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **36100—PERU**—Supply of 10,000 three-phase induction meters, voltage 3 x 25 V., intensity 25 A (75), frequency 60 cy.; for the Lima Light and Power Co. Bid deadline May 27. Invited by the Empresas Electricas Asociadas, Servicio de Compras, Oficina 306, Veracruz 261, Casilla 1384, Lima, Peru. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **36100—TANZANIA**—Supply 187 distribution transformers from 5 KVA to 750 KVA; bid deadline June 3. Tanzania Electric Supply Co. (TANESCO). Specifications available for $35.00 from Engineering & Power Development Consultants, Marlowe House, 109 Station Road, Kent, United Kingdom. Payment refunded on submission of valid bid, IBRD financing.

366 Communications equipment

36621 — BOLIVIA — Commercial, industrial and military electronic equipment especially for airports. Correspondence requested in Spanish. Casa Max Edelman (importer, distributor, agent, retailer), Calle Sagarnaga 131, P.O. Box 1204, La Paz. WTD 10/69.

371 Motor vehicles, motor vehicle equipment

37111—JAPAN—Four-wheel drive land cruisers, especially designed for use in sandy areas. Pacific Trading Inc. (importer, distributor, retailer), Nippon Bldg., 8 Ote-machi 2-chome, Chiyoda-ku, Tokyo. Attn: Junn V. Shirase, Dir. WTD in preparation.

37141—BOLIVIA—Parts and accessories for passenger cars, trucks, busses, including replacement parts. Correspondence requested in Spanish. Vanguard Limitada (importer, distributor, retailer), Calle Heroes del Acre 1454, P.O. Box 4390, La Paz. WTD 12/69.

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200—BURMA**—Supply of one vacuum exhauster of rotary type, motor driven, capable of creating and maintaining a vacuum of 21" for the purpose of testing the vacuum brake of a train. Tender No. MEIC/B.R/13 (T) 152 (MC) 69-70; bid deadline May 11. Issued by the Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon, Burma—Cable: "RHEOSTAT", Rangoon. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will

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also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **38200—PAKISTAN**—Supply of pedestal type grinders with motor and extra stones; compression ignition engines; dial and vacuum gages; injector cleaning kits; stop watches; distributors; compression testers; gage indicators; set pipe threads; electric soldering irons. Tender No. S-12/56/79/107/21.8/239/65-66; bid deadline June 8. Invited by the Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2, East Pakistan—Cable: "SUPPLY", Dacca. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

384 Surgical, medical, dental instruments

● **38400—MALAWI**—Supply of 61 items in various quantities of hospital supplies and equipment including beds; bottles; bowls; wheel chairs; crutches; gallipots; scales; splints; sterilizers; thermometers; instrument trays; and many more. Tender No. 70/4; bid deadline May 28. Invited by The Secretary, Medical Buying Board, Private Bag 10, Blantyre, Malawi. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

38421—ITALY—Artificial larynx apparatus. Correspondence requested in Italian. Scialo' Vincenza-Centro Acustico Omikron (importer, distributor), Corso Umberto I, 23, 80138 Napoli. WTD 4/70.

38424—ITALY—Hearing aids. Correspondence requested in Italian. Scialo' Vincenza-Centro Acustico Omikron (importer, distributor), Corso Umberto I, 23, 80138 Napoli. WTD 4/70.

386 Photographic equipment

● **38600—BURMA**—Supply of one photostat copying machine, capable of copying drawings of maximum size 42" x 30", with device for enlarging and reducing size of drawings; 400 volts, 3-phase, 50-cycles A.C. Tender No. MEIC/B.R/13 (T) 153 (MC) 69-70; bid deadline May 11. Invited by the Chairman, Union of Burma Railway Board, Bogyoke Aungsan Street, Rangoon, Burma—Cable: "RHEOSTAT", Rangoon. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

394 Toys, amusement, sporting goods

39410—FINLAND—Hobby, handicraft, structural and model kits, sets, components; electric and chemistry sets; model road racing articles, railways and airplanes; miniature motors. Askartelukeskus Oy (Mrs. Anna Kalaja, Managing Dir.) (importer, distributor, retailer), Mikonkatu 8, Helsinki 10. WTD 4/70.

399 Manufacturing industries

39961—BOLIVIA—Floor covering, linoleum. Correspondence requested in Spanish. Cosmet Ltda. (importer), Calle Potosi 1126, P.O. Box 2935, La Paz. WTD 12/69.

39962—ITALY—Vinyl wall coverings. Taurus Parati (distributor, retailer), Via Frejus 13, 10139-Torino. WTD 4/70.

Leads for Importers

Commodities are offered direct unless specified

091 Fisheries

09190—GREECE—Natural trimmed sponges in six qualities of various sizes. Pantelis Ghilis, president, Kalymnos Union of Sponge Fishing Captains, Kalymnos.

342 Cutlery, hand tools, general hardware

34200 — CANADA — Rare antique Sikh swords. Crown Equipment Co. Ltd. (wholesaler, exporter), 1011 Bleury, Montreal, Quebec. WTD 7/69.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505, 843-2386.
ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907, 272-6531.
ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. NW. Area Code 404, 526-6000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.
CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.
CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181 Ext. 375 and 376.
CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 634-5920.
CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 S. Dearborn St. Area Code 312, 353-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.
CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.
DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303, 297-3246.
DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.
DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.
GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.
HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.
HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.
KANSAS CITY, MO., 64106, Room 1840, 601 E. 12th St. Area Code 816, 374-3141.
LOS ANGELES, CALIF., 90024, 11th Floor, Federal Bldg., 11000 Wilshire Blvd. Area Code 213, 824-7591.
MEMPHIS, TENN., 38103, 710 First American Bank Bldg., 147 Jefferson Ave. Area Code 901, 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.
NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215, 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602, 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412, 644-2850.
PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503, 226-3361.
RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702, 784-5203.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703, 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314, 622-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.
SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

201 Meat products

20136—AUSTRALIA—Canned ham. Allied Mills Industries Pty. Ltd. Attn: Mr. L. Thomas (importer, distributor, agent), 2 Smith St., P.O. Box 1, Summer Hill, N.S.W. 2130. WTD 2/70.

203 Canning, preserving foods

20310—AUSTRALIA—Canned salmon, sardines, herrings, crab, oysters. Allied Mills Industries Pty. Ltd. (importer, distributor, agent), 2 Smith St., P.O. Box 1, Summer Hill, N.S.W. 2130. WTD 2/70.

20320—IRELAND—Canned specialties. M. P. Murphy (importer, distributor), 22 Cremore Rd., Glasnevin, Dublin 11. WTD 3/70.

20321 — BOLIVIA — Baby foods, canned. David S. Villazon-Representante de Fabricas (importer, agent), Calle Colombia 452, P.O. Box 1360, La Paz. WTD 1/70.

20330 — LEBANON — Pineapple juice and fruits (canned, bottled, and bulk). Agent and distributor in Lebanon, certain other Arab countries. Universal Trading Import Export Co. Ltd. (ULTRAMEX) (importer, distributor, agent), Shalha Bldg., Foch St., P.O. Box 1048, Beirut. WTD 4/70.

20331 — AUSTRALIA — Canned grapefruit segments; canned fruit salad, canned peaches, canned manderins. Allied Mills Industries Pty., Ltd. Attn: Mr. L. Thomas (importer, distributor, agent), 2 Smith St., P.O. Box 1, Summer Hill, N.S.W. 2130. WTD 2/70.

20332—AUSTRALIA—Canned beetroot, canned asparagus. Allied Mills Industries Pty. Ltd. (importer, distributor, agent), 2 Smith St., P.O. Box 1, Summer Hill, N.S.W. 2130. WTD 2/70.

20333—AUSTRALIA — Canned mushrooms. Allied Mills Industries Pty. Ltd. Attn: Mr. L. Thomas (importer, distributor, agent), 2 Smith St., P.O. Box 1, Summer Hill, N.S.W. 2130. WTD 2/70.

20334—AUSTRALIA—Canned fruit juice—orange, grapefruit, lemon. Allied Mills Industries Pty. Ltd. (importer, distributor, agent), 2 Smith St., P.O. Box 1, Summer Hill, N.S.W. 2130. WTD 2/70.

20336—AUSTRALIA—Sauces. Allied Mills Industries Pty. Ltd. Attn: Mr. L. Thomas (importer, distributor, agent), 2 Smith St., P.O. Box 1, Summer Hill, N.S.W. 2130. WTD 2/70.

20338—AUSTRALIA—Jams. Allied Mills Industries Pty. Ltd. Attn: Mr. L. Thomas (importer, distributor, agent), 2 Smith St., P.O. Box 1, Summer Hill, N.S.W. 2130. WTD 2/70.

20352—AUSTRALIA—Chutney. Allied Mills Industries Pty. Ltd. Attn: Mr. L. Thomas (importer, distributor, agent), 2 Smith St., P.O. Box 1, Summer Hill, N.S.W. 2130. WTD 2/70.

20353—AUSTRALIA—Sauces. Allied Mills Industries Pty. Ltd. Attn: Mr. L. Thomas (importer, distributor, agent), 2 Smith St., P.O. Box 1, Summer Hill, N.S.W. 2130. WTD 2/70.

208 Beverage industries

20874—AUSTRALIA—Caramels (for coloring purposes); food additives; carboxy-methylcellulose. Allied Mills Industries Pty. Ltd. Attn: Mr. L. Thomas (importer, distributor, agent), 2 Smith St., P.O. Box 1, Summer Hill, N.S.W. 2130. WTD 2/70.

209 Food preparations

20999—AUSTRALIA — Emulsifiers-glycerol monostearate; gum tragacanth; gum arabic; packet meals; peanut butter. Allied Mills Industries Pty. Ltd. Attn: Mr. L. Thomas (importer, distributor, agent), 2 Smith St., P.O. Box 1, Summer Hill, N.S.W. 2130. WTD 2/70.

227 Floor covering mills, products

22710—SOUTH AFRICA—Carpets and specialized wall carpeting. Interested in acting as agent or manufacture under license. E. Bilchik & Co. Pty. Ltd. (importer, distributor, retailer), P.O. Box 8630, Johannesburg. WTD 4/70.

264 Converted paper, paperboard products

26440—SOUTH AFRICA—Wallpaper and wallshades. Interested in acting as agent or manufacture under license. E. Bilchik & Co. Pty. Ltd. (importer, distributor, retailer), P.O. Box 8630, Johannesburg. WTD 4/70.

281 Industrial chemicals

28123—HONG KONG—Caustic soda. John Cowie & Co., Ltd. (importer, distributor, agent), 11/F, Union House, P.O. Box 410, Hong Kong. Cable: COWIE, Hong Kong. WTD in preparation.

28180—SWITZERLAND—Industrial organic chemicals especially for application in paints and paper industries. Von Baerle & Co. AG; Attn: Mr. Nefzger (manufacturer, agent), 4142 Munchenstein. WTD in preparation.

28185—AUSTRALIA—Acids: citric; malic; tartaric; lactic (all food grade); Alpha-Amylase enzymes; protonases enzymes. Allied Mills Industries Pty. Ltd. Attn: Mr. L. Thomas (importer, distributor, agent), 2 Smith St., P.O. Box 1, Summer Hill, N.S.W. 2130. WTD 2/70.

28190—SWITZERLAND — Industrial inorganic chemicals especially for application in paints and paper industries. Von Baerle & Co. AG; Attn: Mr. Nefzger (manufacturer, agent), 4142 Munchenstein. WTD in preparation.

282 Synthetic materials

28210—SWITZERLAND—Plastic raw materials for plastic working industries. Von Bearle & Co. AG; Attn: Mr. Nefzger (manufacturer, agent), 4142 Munchenstein. WTD in preparation.

283 Drugs

28331—PAKISTAN—Tranquilizers. Requests catalogs, quotations, c. & f., Karachi. Mohd. Ismail Nainitalwalla (agent), Kutchi Gali No. 2, Marriot Rd., Karachi. WTD 3/70.

28345—PAKISTAN—Pharmaceutical preparations. Requests catalogs, quotations, c. & f., Karachi. Mohd. Ismail Nainitalwala (agent), Kutchi Gali No. 2, Marriot Rd., Karachi. WTD 3/70.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28421—BOLIVIA — Insecticides, repellents; household. David S. Villazon-Representante de Fabricas (importer, agent), Calle Colombia 452, P.O. Box 1360, La Paz. WTD 1/70.

28440—IRELAND—Cosmetics, toilet preparations. M. P. Murphy (importer, distributor), 22 Cremore Rd., Glasnevin, Dublin 11. WTD 3/70.

28444—BOLIVIA—Tooth paste. David S. Villazon-Representante de Fabricas (importer, agent), Calle Colombia 452, P.O. Box 1360, La Paz. WTD 1/70.

289 Chemical products

28912—AUSTRALIA—Gelatin. Allied Mills Industries Pty. Ltd. Attn: Mr. L. Thomas, (importer, distributor, agent), 2 Smith St., P.O. Box 1, Summer Hill, N.S.W. 2130, Australia. WTD 2/70.

306 Fabricated rubber products

30697—BOLIVIA—Pacifiers, rubber. David S. Villazon-Representante de Fabricas (importer, agent), Calle Colombia 452, P.O. Box 1360, La Paz. WTD 1/70.

322 Glass, glassware

32210 — SOUTH AFRICA — Glass & glassware, pressed or blown, goods for the florist industry. Polyflora (Pty.) Ltd. (importer, distributor, manufacturer, agent), P.O. Box 888, Bloemfontein, Orange Free State. WTD 4/70.

326 Pottery, related products

32610 — SWEDEN — Bathroom accessories. Lundberg & Allert AB (importer, distributor, agent), Tackjarnsgatan 1, Box 495, S-401 27 Goteborg. WTD 4/70.

333 Primary smelting, refining of nonferrous metals

33340—UNITED KINGDOM — Aluminum flat rolled products. Bartella Ltd. (agent), 28/29 Dover St., London W1X 4LL. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

33510 — UNITED KINGDOM — Brass and copper tubes. Bartella Ltd. (agent), 28/29 Dover St., London W1X 4LL. WTD in preparation.

33528—KENYA—Fifty mm sq. mild steel billets in lengths of 20-30 ft. with following specifications: C—Max: 0.25%, S—Max: 0.055%, Mn: 0.09% and P: 0.055%. Quantity required about 12,000 metric tons in partial shipments for steel rolling mill in Mauritius. Desbro (Kenya) Ltd. (distributor, agent), P.O. Box 2469, Nairobi. WTD in preparation.

342 Cutlery, hand tools, general hardware

34230 — SWEDEN — Hand and edge tools. Lundberg & Allert AB (importer, distributor, agent), Tackjarnsgatan 1, Box 495, S-401 27 Goteborg. WTD 4/70.

34233 — GUATEMALA — Soldering irons, electric. Compania Elevadores y Maquinaria (importer, agent, retailer), 11 Avenida 17-44, Zona 1, Apartado Postal 220, Guatemala City. WTD 4/70.

346 Metal stampings

34610 — SWEDEN — Cooking and kitchen utensils. Lundberg & Allert AB (importer, distributor, agent), Tackjarnsgatan 1, Box 495, S-401 27 Goteborg. WTD 4/70.

XUM

353 Construction, mining, materials handling machinery, equipment

35321 — BOLIVIA — Mining machinery and equipment, underground. Rivek-Ricardo Velasco Kruger (importer, agent), Calle Loayza 371, P.O. Box 1719, La Paz. WTD in preparation.

354 Metalworking machinery

35410—GUATEMALA — Metalworking machinery, equipment and machine tools. Compania Elevadores y Maquinaria (importer, agent, retailer), 11 Avenida 17-44, Zona 1, Apartado Postal 220, Guatemala City. WTD 4/70.

355 Special industry machinery

35531—GUATEMALA — Woodworking machinery, sawing machines. Compania Elevadores y Maquinaria (importer, agent, retailer), 11 Avenida 17-44, Zona 1, Apartado Postal 220, Guatemala City. WTD 4/70.

362 Electrical industrial apparatus

36215 — GUATEMALA — Motor-generator sets, electric, monophasic. Compania Elevadores y Maquinaria (importer, agent, retailer), 11 Avenida 17-44, Zona 1, Apartado Postal 220, Guatemala City. WTD 4/70.

36220 — PAKISTAN — Atmospheric control equipment for textile and fiber processing industries. Requests catalogs, quotations, c. & f., Karachi. Consulate General of the United States, Attn: Commercial Attache TO #45, 8 Abdullah Haroon Road, Karachi, Pakistan.

371 Motor vehicles, motor vehicle equipment

37141—BOLIVIA—Parts and accessories for passenger cars, trucks, busses. Rivek-Ricardo Velasco Kruger (importer, agent), Calle Loayza 371, P.O. Box 1719, La Paz. WTD in preparation.

37141 — GUATEMALA — Automotive spare parts, accessories. Correspondence requested in Spanish. Almacen "Luisiana"-Jose Luis Barreda O. (importer, agent, retailer), 7a. Avenida 15-40, Zona 1, Guatemala City. WTD 4/70.

384 Surgical, medical, dental instruments

38410—BOLIVIA—Hypodermic syringes and needles disposable; hypodermic syringes and needles. David S. Villazon-Representante de Fabricas (importer, agent), Calle Colombia 452, P.O. Box 1360, La Paz. WTD 1/70.

38421 — BOLIVIA — Gage, bandages, other surgical dressings; sterilizers, surgical and medical. David S. Villazon-Representante de Fabricas (importer, agent), Calle Colombia 452, P.O. Box 1360, La Paz. WTD 1/70.

385 Ophthalmic goods

38510—BOLIVIA—Ophthalmic goods. David S. Villazon-Representante de Fabricas (importer, agent), Calle Colombia 452, P.O. Box 1360, La Paz. WTD 1/70.

399 Manufacturing industries

39930—SOUTH AFRICA—Signs and advertising displays. Agency and manufacture under license. Samuel Solomon (importer, manufacturer, agent), 5th Floor, Regent House, 87 Market St. and P.O. Box 7374, Johannesburg. WTD 4/70.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—The Melbourne and Metropolitan Board of Works, Victoria, will invite tenders for **the construction of the computer system for the South Eastern Purification Plant,** which is situated on a 1,400 acre site at Carrum, Victoria, approximately 20 miles south-east of the city of Melbourne. The Contract (No. 7799) will include furnishing and installing a complete computer system capable of handling approximately 1500 digital and analog inputs 90 DDC loops and 330 digital outputs. The contract will provide for all hardware and software including programming and commissioning. The value of the contract will exceed $520,000. The contract will probably be awarded in October 1970, and the computer system is required to be brought into operation by June 1973.

A brochure describing the work in more detail is available to prospective contractors on request in writing to: The Melbourne & Metropolitan Board of Works, Box 4342, GPO, Melbourne, Victoria 3001, or to: John Connell and Assoc., 400 St. Kilda Road, Melbourne, Victoria 3004, or, for organizations in the U.S. from: Brown & Caldwell, Consulting Engineers, 66 Mint St., San Francisco, Calif. 94103. It is the intention of the Melbourne and Metropolitan Board of Works to register suitable applicants, who by individual letter, will be invited to tender for the work in accordance with the tender documents. Organizations with substantial experience in the class of works envisaged and who are interested in tendering for the whole of the works are invited to apply for registration. (It is a condition of tender that major subcontractors be named). Completed application forms are to reach the Secretary, Melbourne & Metropolitan Board of Works, Box 4342, GPO, Melbourne, Victoria 3001, Australia, on or before 11 a.m., May 15. Application forms are available from the above address.

Applications must be supported by a statement of facts in detail giving the applicant's previous experience and achievements in carrying out similar or comparable work on time, together with evidence that the applicant's resources are adequate in relation to this contract. Applicants for registration as tenderers must include evidence satisfactory to the Board that they can arrange bonds as set out below and notify the names of companies which would act as sureties. They must also include a description and brief specification, including model number, of the computer they propose to use if awarded the contract.

All information received will be kept confidential. Incorporated applicants must state their legal name and address for correspondence.

It is anticipated that invitations to tender will be sent to the registered applicants in June 1970 and that tenders will close in August 1970. The Board requires that tenderers submit with their tender a tender bond for 5% of the tender amount. The successful tenderer will be required to provide a performance bond for 30% of the contract amount and a payment bond for 15% of the contract amount. The bonds will be required in accordance with the forms included with the brochure and the sureties for the bonds must be companies acceptable to the Board.

AUSTRALIA—Sir David Muir, Director of the Queensland Department of Industrial Development, has provided information on the **outlook for industrial development in Queensland during the present decade.** (1) Federal legislation to enable construction of the proposed Central Queensland **power plant** is being introduced into Parliament. Power for industry will be available at "low" world prices. The plant will be completed by the end of 1974. (2) A consortium will build the first **aluminum smelter** at Gladstone in Queensland, which, according to Muir, will be the largest in the world. (3) **Achlor-alkali plant** will be built at Gladstone to supply caustic soda for the smelter and chlorine for other uses, including a **titanium plant** now being projected. Pending completion of the Gladstone power plant, electric power will be available from Brisbane. When the power plant is operating the flow will be reversed to meet anticipated Brisbane needs. (4) Queensland will have an **iron and steel plant** somewhere between Brisbane and Townsville. (5) The complex of **industrial, mining and associated road and railroad building** in the area will give Gladstone an industrial and population explosion within the next few years which will be well beyond previous expectations. (6) Although the Western Australian mining boom has received world-wide publicity, Queensland's mineral resources are far more diversified both in type and location. The impact of mining and industrial development on the economy will be enormous over the next decade.

CANADA—Carl M. Frantz, vice president of the Sawmill Division of Northwood Pulp Ltd.,

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible;

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

announced that Northwood Pulp Ltd. has approved a new $6.7 million **sawmill complex** covering 75 acres of North Fraser Flats, near Prince George, British Columbia. Northwood's Sawmill Division, which presently operates three plants located at Upper Fraser, Giscome and Shelley, B.C., is the largest producer of spruce lumber in North America. The new complex is designed for the utilization of small logs measuring four to 12 inches in diameter, and will handle 90 million board feet of lumber per year on an initial two-shift basis on the project's start-up in March, 1971. The sawmill will consist of two production lines. The breakdown will be a single-pass process through chipping type headrigs, bandmill and chipping edger. The mill will produce dimension lumber three to ten inches wide and six to 20 inches long. Planned facilities allow for specie segregation, complete sorting into lengths and widths, and kiln drying for the total mill output. Resawing, precision trimming and semi-automated packaging and wrapping form part of the finishing process. Full utilization of raw material and pollution-free operations are key factors in this modern plant. There will be no waste burning. Wood not utilized for lumber will be converted into chips. Bark will be included with planer shavings and sawdust for delivery as hog fuel to Northwood's pulp mill, located one mile south of the new sawmill. The mill will employ 150, in addition to creating employment in the woods operation and services. Frantz stated that detailed engineering is under way and site clearing began in April. Plan and machinery selection is presently under way, and select bids will be called in about two weeks for erecting three buildings on site—a 30,000 sq. foot, two-story sawmill structure, a 91,000 sq. foot planer mill, drying kiln and warehouse structure, and a 6,000 sq. foot office building. These are designed for steel framing, timber decking, glulam roof beams, and aluminum-coated plywood for wall cladding. H. G. Sander, assistant to Frantz, has been appointed project manager, and G. Kahlert, one of the participants in the preliminary design, is the company engineer. Consulting engineers are Phillips, Barratt, Hillier, Jones and Partners, 2236 W. 12th, Vancouver.

FINLAND—A working document, "City of Helsinki Economic Plan 1970-1979," has been published in Finnish outlining **projected capital expenditures by the City of Helsinki for this decade.** Some of the highlights are: **Port Authority—$31 million.** The Helsinki Port Authority plans to spend about $17.6 million in quays, shipping lanes, railroads and roads. Of this amount $4.0 million will be spent on the car ferry harbor. Building construction will amount to nearly $9.5 million of which $2.6 million will be used for Western Harbor storage facilities, $2.1 million at the car ferry harbor and $0.7 million for a passenger pavilion at Katajanokka. Purchases of machinery will amount to $3.8 million. **Helsinki Electricity Works—$154 million.** Forty-eight percent of the total expenditure is expected to be for power stations, with the electrical distribution system taking 21%, remote steam heating facilities 12%, electricity stations and remote control equipment 7%, outdoor lighting 4.5%, real estate acquisition 4.5%, and consumer equipment 3%. Generation of electricity by nuclear reactors is being considered for the future but there are no plans for this type of facility during the next ten years. **Helsinki Water Works—$61 million.** Work will be concentrated primarily on the third stage of the water purification plant and related works at Pitkakoski. When competed, the nominal capacity will be 3600 liters/second, the cleaning capacity 6000 ltr/sec. and the running capacity 5400 ltr/sec. Some work will also be done on water tanks and on installing new and renewing old water lines. **Helsinki Metro—$142 million.** According to the Economic Plan, the Kamppi-Puotinharju section will cost $71.5 million and will be completed in 1976. It is estimated that the Puotinharju-Vesala sector will cost $14.5 million and be completed in 1979, and that the Sornainen-Pasila segment will cost $39.0 million and be completed by 1980. It is the practice of the City of Helsinki and its various public authorities to request bids on a selective basis from among companies which have already expressed an interest to and been accepted by those authorities as competent to carry out work on their behalf. Accordingly, interested American companies are advised to approach the appropriate organizations directly, as follows: Port Authority—Helsingin Kaupungin Satamalaitos, Etelaranta 10, Helsinki 13; Electricity Works—Helsingin Kaupungin Sahkolaitos, P. Roobertinkatu 1-3, Helsinki 13; Water Works—Helsingin Kaupungin Vesilaitos, Pasila, Ilmal, Helsinki 101, and Metro—Helsingin Kaupungin Metrotoimisto, Toinen linja 7, Helsinki 53.

ITALY—The Naples Airport Promotion Committee (Comitato Promotore per l'Aeroporto) and the Naples Provincial Administration, announced recently the approval by the Committee of a project for a **new Naples airport.** The proposal calls for the construction of a new air facility on the Northern side of Lake Patria located about 15 miles northwest of Naples. The site is bounded on the north by the Trentola-Ischitella road; on the east by the Naples-Rome railroad; on the south by the Naples bypass linking the coastal Domitiana road to the main autostrada, and on the west by the Patria-Santa Maria di Pantano road. Approval of the project by the Airport Promotion Committee and Provincial Administration represents a major step forward in plans for the proposed airport which, by 1980, will be expected to accommodate some 2 million passengers and 50,000 flights annually. In this connection, the present Naples Capodichino airport, which recently was reopened following 3 months of major repair to runways, in the past decade has experienced significant increases in air traffic amounting to 500% for passengers, 400% for aircraft; 1,000% for freight; and 400% for mail. However it has insufficient potential for further expansion. The anticipated cost of the proposed airport, including connecting roads, has been estimated at about $24 million. Funds for the project have not been allocated although an airport is foreseen in the national plan for airport construction prepared by CIPE—the Interministerial Committee for Economic Planning. The airport will be equipped with two runways situated 5,248 feet apart. The main runway will initially be 10,660 feet in length, and will later be extended to 11,360 feet. The main runway will accommodate jet aircraft of the DC8, DC9, Boeing 727 and 730 and Caravelle class, and later of the larger Boeing 737 class. The second runway will measure 9,840 feet and will be used primarily by short and medium range jet aircraft. The proposed air station complex will consist of separate buildings for offices, warehouses, a fire station and other related facilities and services including the Naples Air Club. The proposed project also calls for the construction of a heliport to link the airport with downtown Naples and the nearby islands of the Bay. In addition, a new station on the Naples-Rome railroad will be built to serve the nearby airport and heliport. The airport will be connected with Naples and the main local highways by the Naples "Tangenziale"—the bypass now under construction which will link the "Domitiana" coastal road to Rome with Capodichino airport and the Naples-Rome and Naples-Bari limited access superhighways, the latter of which was completed last December. Construction of the new airport will be expected to take at least five years, with work on the project possibly stretching throughout most of this decade. In the meantime, further repair and modernization of Naples' Capodichino airport, which is at present the only airport in southern Italy accommodating jet aircraft, is considered a matter of urgency. Traffic at Capodichino over the next few years is expected to increase by 20-25% with the number of daily flights expected to increase from 58 to 80 of which 30 will consist of helicopter flights. This increased traffic will necessitate an extension of the runways to accommodate larger jet aircraft, expanded aircraft parking and hangar facilities for maintenance and repair, and general technical modernization of the air station. The total cost of these improvements has been estimated at $1.4 million.

THAILAND—A group of Thai doctors, businessmen and officials are planning to establish a **500 bed general hospital in Bangkok.** The organizing company, Siam Medical Co., Ltd., is headed by Dr. Rasmi Vanissorn, who is now associated with the neuro-surgery section of Vajira Hospital in Bangkok. Financing is available for the first stage of the project, a 50 bed unit, and site preparation will begin soon. The entire 500 bed hospital will be completed within five years if sufficient capital can be obtained through the sale of public shares. The total cost is estimated at $750,000. Although the first stage of this project is relatively small, American suppliers of hospital equipment may find it useful to send catalogs and information about their products to the architect: Olann Aphornsiri, c/o Construction Materials Marketing Co., Ltd., 7073 Phaholyothin Road, Bangkok. He would be particularly interested in: electrical systems, central distribution systems for oxygen, elevators, laundry equipment, sewerage equipment, incinerators, and water filtering systems.

Ghana will build fishing fleet of 40 vessels

The Boatyards Division of the Ghana Industrial Holding Corporation (GIHOC) has invited tenders for the supply of: (1) 90-100 h.p. marine engines; (2) purse seine winches; (3) echosounders; (4) nylon fishing nets; (5) mild steel and galvanized plates, and (6) miscellaneous boat fittings necessary for the construction of forty 49 foot fishing boats. This construction is to be financed by a $1.3 million IBRD-IDA Loan. The bid deadline is June 15.

Tender documents and specifications are available from the General Manager, GIHOC Boatyards Division, P.O. Box 325, Tema. A deposit of 50 new Cedis (1 new Cedi equals U.S. $0.98) is required for specifications of each of the items 1 through 4 listed above.

A copy of the tender notice containing basic specifications is available from the International Liaison and Trade Opportunities Staff, BDSA-541, Room 4057, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4674). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

It is anticipated that one complete set of specifications will be available for review only at the Embassy of Ghana, 2460 16th St. NW., Washington, D.C. 20009 (202-462-0761).

XUM

Visiting Buyers and Officials

AFGHANISTAN—Abdul Qadir Torabi, Torabi Co. Ltd., Kabul, **interested in contacting U.S. firms to sell Afghan wool and purchase American goods.** End of April via New York for 2-3 months. c/o Ghulam Faruq Achikzai, Deputy Vice President, Da Afghanistan Bank c/o The Trading Company of Afghanistan, 126 W. 30th St., New York, N.Y. Itinerary: New York, Washington, D.C., Chicago. WTD 10/68.

Mohammed Sarwar Nekbeen, Pamir Co. Ltd., P.O. Box 3009, Kabul, **interested in locating market and setting up display center for Afghan products.** End of April via New York for 2-3 months. c/o Bonnie Jean Bond, 162 E. 88th St., New York, N.Y. 10028. Itinerary: New York, Chicago. WTD 3/68.

COSTA RICA—Rafael Enrique Montero C., Cooperativa de Productores de Leche, R.L., San Jose, **interested in U.S. dairy equipment and requesting technical information on the equipment and the dairy industry as a whole.** April 18 via Miami for 5-6 weeks. c/o 3255 Highland Road Gates, Apt. 2, Baton Rouge, La. 70803. Itinerary: Miami, New Orleans, Los Angeles, San Francisco, San Jose, Chicago, Philadelphia, Washington, D.C. WTD 12/69.

FRANCE—Philippe Verdet and Christian Verdet, representing Lorentzen & Gutzeit, 23 Boulevard Malesherbes, Paris 8e, **interested in purchasing U.S. bleached Kraft paper pulp, printing, writing and special paper.** May 10 via Philadelphia for 2 weeks. c/o Scott Paper Co., Philadelphia, Pa. 19113. Itinerary: Philadelphia, Brunswick, Ga. WTD in preparation.

INDIA—R. K. Khosla, Sales Manager Exports, and M. M. Sabharwal, Purchasing and Marketing Director, Dunlop India Ltd., Dunlop House, 57 B Mirza Ghalib St., P.O. Box 391, Calcutta 16, West Bengal, **interested in exporting bicycle tires and tubes to the U.S.** May 5 via New York for 2 weeks. c/o New York Hilton, Rockefeller Center, 1335 Avenue of the Americas, New York, N.Y. 10019. Itinerary: New York, Boston, Chicago, Dayton, Nashville, Los Angeles, San Francisco. WTD 5/68 under revision.

ISRAEL—Abraham Grober, owner and manager, A. Grober & Co., 22 Hanamal St., Haifa, **interested in buying U.S. softwood timber and lumber.** May 10 via New York for about 2 months. c/o Mr. Zamir, Purchasing Department, Israeli Consulate General, New York, N.Y. Itinerary: New York, other cities as required. WTD in preparation.

JAPAN—Takuji Watanabe, Chief Chemist, Nitta Belting Co. Ltd., 1281, Kuboyoshi-cho, Naniwa-ku, Osaka, **interested in contacting U.S. manufacturers to discuss obtaining technical know-how for his company which manufactures belts, industrial materials, plastic hose and pipe.** May 8 via New York for 12 days. c/o Ambassador Hotel, Los Angeles, Calif. Itinerary: 5/8-11 New York; 5/12 Needham Heights, Mass.; 5/13-14 Akron; 5/15 Granville, Ohio; 5/19 Los Angeles. WTD 7/68 under revision.

SAUDI ARABIA—Sheikh Anwar Abuel Jadayel, Anwar Abuel Jadayel & Sons, P.O. Box 72, Jidda, **interested in importing U.S. canned food, poultry and dairy products and in locating American firms to discuss joint venture building, construction and petroleum products.** Approx. April 30 via New York for 2-3 weeks. c/o Stone & Co., 231 Abercorn St., Savannah, Ga. 31401. Itinerary: New York, Washington, Houston, San Francisco. WTD under revision.

SOUTH AFRICA—David J. van Zyl, Probe Auto Electric (Pty.) Ltd., 22 Jeppe St., Newtown or P.O. Box 23163, Johannesburg, **interested in locating buying house to handle purchasing in U.S. and finding products, equipment, accessories for heavy automotive trade, for example braking systems, jackknifing preventatives, tire protection systems and requesting technical information on truck fleet maintenance, related consulting and costing operations.** April 4 via New York for 6 weeks. c/o Dept. of Commerce Field Offices en route. Itinerary: New York, Washington, D.C., Philadelphia, Detroit, Indianapolis, Chicago, Rapid City, Denver, 1/5 Salt Lake City, 5/6-9 Las Vegas, 5/11-12 Los Angeles, 5/13-18 San Francisco. WTD in preparation.

Bernard Levin, Director, Pacific Agencies (Pty.) Ltd., P.O. Box 4273, Johannesburg, **interested in agencies for food items, snacks, confectionery, artificial leather for handbags and luggage trade, hair dressing products, textiles for furniture and ladies' wear.** May 5 via Miami for 3 weeks. Itinerary: 5/5-6 Miami, 5/7-12 New York c/o Hotel New Yorker; 5/13 Chicago c/o Conrad Hilton; 5/18 Los Angeles c/o Los Angeles Hilton; 5/26-6/2 San Francisco c/o San Francisco Hilton. WTD 4/70.

J. Melville Pels, Director, Legal and Estates Division, O.K. Bazaars (1929) Ltd., P.O. Box 3171, Johannesburg, **interested in shopping center and retail store developments, including leasing arrangements, and requesting technical information.** April 29 via New York for 1 month. Itinerary: 4/29-5/6 New York City c/o Hotel Drake, 440 Park Ave. at 56th St., New York, N.Y. 10022; 5/6-10 Washington, D.C.; 5/10-14 Chicago c/o Sheraton-Chicago Hotel, 505 N. Michigan Ave., Chicago, Ill. 60611; 5/15-18 Los Angeles; 5/19-24 San Francisco c/o Sir Francis Drake Hotel, Powell & Sutten Sts., San Francisco, Calif. 94101; 5/25-27 Las Vegas; 5/28-30 New York. WTD 6/68 under revision.

India issues several tenders for supplying scientific equipment

India is inviting bids on various scientific instruments submitted through 16 tenders including: stereoscopic microscope; stereomicroscope; exposure meter for 35 mm. camera attachment; universal rotating stage; microscopic lamps; 35 mm. camera; micro attachment for 35 mm. photography; precision hardness tester; grain counting and point counter stage for polarization microscopes; rock slicing machine; grinding and polishing machine; centrifuge for whirling mineral powders; x-ray diffractometer; 4-window x-ray powder camera; isotope fluorescene analyzer; isotope geological analyzer. All of the above items with accessories.

The Tender Nos. are PUR/MD/CS/KH/Lab (24 consecutively through 39) global/70, and the bid deadlines for the 16 tenders vary from May 23 through May 29. Bidders may quote on any or all tenders. Tender documents are available from, and bids should be submitted to: The Controller of Supplies, Hindustan Copper Limited, P.O. Khetri Copper Project, Jhunjhunu, Rajasthan, India.

A review copy of each tender is available at the Scientific and Business Equipment Division, BDSA-653, Dept. of Commerce, Room 4120, Washington, D.C. 20230 (202-967-2939).

Export business vs. domestic business

"I do not believe the export business should be approached on the basis of skimming the gravy off the top. Nor do I believe it should be looked upon as plus business that can absorb overheads. If you begin applying all types of rationale to the benefits of getting export business, you will never get into the business on a sound, permanent basis. It must be looked at in the same terms as domestic business. A dollar's worth of export business should have the same value as a dollar's worth of domestic business."

—George Strike, President, American Laundry Machinery Industries

Ethiopian agency issues tender for supply of terminal devices

The Imperial Board of Telecommunications of Ethiopia has issued Tender No. 5/70 for the supply of lincompex terminal equipment. The bid deadline is June 30 at 6 p.m.

Bids should offer six lincompex units with echo suppressors and three sets of parts.

Copies of the tender announcement and specifications are available from the Purchasing Division. I.B.T.E. P.O. Box 1047, Addis Ababa at a cost of $2.40 or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4823).

Pakistan to purchase civil works electrical, generating equipment

The Chief Engineer (Thermal Plants) Construction and Operation, Water, and Power Development Authority (WAPDA), Sunny View, Kashmir Road, Lahore, West Pakistan, will purchase foundations and power house buildings; supply and erection of mechanical & electrical equipment including 2 each bituminous steam-generating units (84,000 lbs/p.h. capacity at 625 psi and 835°F).

Also, 2 each turbo-generator sets 7.5 MW each with related thermal cycle and condensation equipment; 1 each power transformer, 18 MVA; electrical equipment for 69 KV outdoor and 11 KV indoor switchgears. Bid deadline June 1. Specifications available for $50.00 (U.S.) from ELC-Electroconsult S.P.A. Via Chiabreara 8, 20151 Milan, Italy.

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Calendar *for international traders*

CHICAGO — May 14 — International Trade Club of Chicago luncheon, LaSalle Hotel.

CHICAGO—May 18—Ocean Freight Agents Association's World Trade Week Luncheon, Illinois Athletic Club.

CHICAGO—May 20—Chicago Midwest Credit Management Assn. meeting, Bismarck Hotel.

CHICAGO—May 22—National Maritime Day observance, Crystal Ballroom of the Sheraton Blackstone Hotel. Sponsored by the Propeller Club of the United States.

CINCINNATI—May 14—Businessmen's consultations with Patrick M. O'Leary, Director of Procurement, AID. Commerce Field Office.

CLEVELAND — May 14 — Global Marketing Program Meeting—10 a.m. to noon, Greater Cleveland Growth Association Conference Room 690, Union Commerce Building. Sponsors: Cleveland World Trade Association and Cleveland Field Office.

CLEVELAND—May 20—Export sales seminar, 10 a.m.-noon, Commerce Field Office.

DAYTON — May 13 — Seminar on International Business Problems, fourth of five weekly sessions at the U. of Dayton. Subject: Wholly-owned subsidiaries and joint ventures. Sponsors: U. of Dayton, Dayton Chamber of Commerce, REEC, Commerce's Cincinnati Field Office.

DECATUR, ILL.—May 19—Export seminar sponsored by the Decatur Chamber of Commerce, Illinois Dept. of Business and Economic Development, Commerce Dept.'s Chicago Field Office.

DETROIT—May 12—Export workshop, Commerce Field Office, 533 Federal Bldg., 10 a.m.

DETROIT—May 21—World Trade Club of Detroit, Pick-Fort Shelby Hotel, 6 p.m.

GARY, IND.—May 20—Export seminar sponsored by the Gary Chamber of Commerce, Indiana Dept. of Commerce, and Commerce's Chicago Field Office.

GRAND RAPIDS—May 22—Monthly meeting of Western Michigan Trade Club, 6 p.m., Spring Lake Country Club.

GRANITE CITY, ILL.—May 12—Tri Cities Port Authority Export Conference at Granite City Army Depot. 11 a.m.-4 p.m. Sponsors: Chamber of Commerce, State of Illinois, and Commerce's St. Louis Field Office.

HONOLULU — May 20 — "How to Get Started in Export-Import" workshop, 10 a.m., Commerce Field Office.

JEFFERSON CITY, MO.—May 13—Export luncheon/workshop at Jefferson City Country Club. Sponsors: Fabick & Co., REEC, and Commerce's St. Louis Field Office.

LONG ISLAND, N.Y.—May 20—Luncheon meeting of the World Trade Club of Long Island, Kings Point Merchant Marine Academy. Speaker: Neal L. Moylan, New York State Commissioner of Commerce.

LOS ANGELES—May 19—Export seminar, L.A. City Hall. Sponsor: Export Managers Assn. of Southern California and the Mayor's City Economic Development Board.

LOUISVILLE—May 13—Fifth Annual Ohio Valley International Trade Conference, celebrating World Trade Week. Executive Inn, Louisville, Ky., 9 a.m. **Commerce Speakers: Robert W. McLellan, Deputy Asst. Secretary of Commerce for Business Development, and Robert E. Simpson, Director, OIRE.** Sponsors: Kentuckiana World Commerce Council (KWCC), REEC, Cincinnati Field Office.

MARION, ILL.—May 20—Export luncheon/workshop at Holiday Inn. Sponsors: Fabick Machinery Co., REEC, St. Louis Field Office.

MEMPHIS—May 12—Export Workshop, Lykes Bros. Steamship office. Sponsors: REEC and Field Office.

MEMPHIS—May 20—Forum on Africa, Albert Pick Motor Inn, Sponsors: Mid-South Exporters' Roundtable, REEC, Commerce Field Office.

MIAMI BEACH—May 20—Foreign Credit Interchange Bureau's monthly Round Table Conference on International Credit, Collection and Exchange Problems. Fontaine Room, Fontainebleau Hotel, 12:30 (luncheon); conference begins at 1:30 p.m.

MILWAUKEE—May 20—Sixth Wisconsin Annual International World Trade Conference. Hotel Pfister. All day. Sponsors: Wisconsin REEC, Milwaukee World Trade Club Inc., Metropolitan Milwaukee Assn. of Commerce, Commerce Field Office.

MINNEAPOLIS—June 3—Int'l Advertising & Sales Promotion. Field Office, 3-5 p.m. Speaker: Alex Olivera, Gray Company. Sponsors: REEC, Commerce Field Office.

NASHVILLE—May 21—Forum on Africa, Statler-Hilton Motel. Sponsors: Middle Tennessee Exporters' Roundtable, REEC, Commerce's Memphis Field Office.

NEW ORLEANS—May 20—World Trade Week luncheon, noon, Plimsoll Club. Sponsors: Export Managers Club of New Orleans, Louisiana-Mississippi REEC, Commerce Field Office. Speaker: Robert R. Barkerding, Sr., Executive Director of the Port of New Orleans.

PHOENIX—May 19 and May 21—In-office workshop, Commerce Field Office, 10 a.m.-noon. Sponsors: REEC, Field Office.

ST. LOUIS—May 14—Export luncheon/workshop at Stadium Club. Sponsors: Pacific Intermountain Express, REEC, and Commerce Field Office.

ST. LOUIS—May 19—World Trade Week luncheon, Stouffer's Riverfront Inn. Sponsors: Chamber of Commerce, World Trade Club, REEC, and Commerce Field Office.

SALEM, ILL.—May 15—Export luncheon/workshop at Salem Elks Club. Sponsors: Fabick Tractor Co., REEC, and Commerce's St. Louis Field Office.

SKOKIE, ILL.—May 22—Export trade seminar, Pyrenees Restaurant. Sponsors: Skokie Valley Industrial Assn. and Commerce Dept.'s Chicago Field Office.

SIKESTON, MO.—May 22—Export Conference at Sikeston Country Club. Sponsors: Fabick Brothers Equipment Co., REEC, and Commerce's St. Louis Field Office.

WALLINGFORD, CONN.—May 27—General luncheon meeting of the combination Export Managers Assn. of Connecticut, 11:15 a.m.-2 p.m. Yankee Silversmith Inn.

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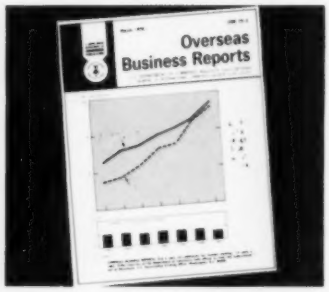

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